

**Society of American Archivists
Council Meeting
Monday, July 24, 2017
Oregon Convention Center
Portland, Oregon**

**May 2017 Year-to-Date Financial Statements – FY 2017
(Prepared by Cheryl Stadel-Bevans and Peter Carlson)**

Overview

For the month ending May 31, 2017, SAA posted a net gain of \$42,995. This represents a favorable variance of 233.17%, as the budgeted gain for May was \$30,090. Total revenues were lower than last year by \$60,379 (2.43%) and behind budget by \$213,150 (8.09%). Total expenses were higher than last year by \$83,835 (3.65%), and \$243,241 (9.28%) below budget. Careful expense management has more than offset revenue shortfalls, though timing issues also play a role in the May close bottom line.

Balance Sheet

Cash and Investments balances exceeded last year by \$244,329 (15.44%) and total deferred revenues are up considerably over last year (by \$207,950, or 23.87%). Membership deferred revenues are up by \$58,355, (11.6%) and Annual Meeting deferred revenues are up by \$139,369 (78.72%). Education deferred revenues are flat compared to last year – down by 0.44%.

Income Statement

For the month ending May 31, 2017, SAA posted a net gain of \$42,995. This net gain is \$144,214 (77.03%) lower than last year but \$30,090 (233.17%) better than budget. Five cost centers--Membership, Career Services, *The American Archivist*, *Archival Outlook* and General and Administrative--have higher-than-budgeted revenues, and Annual Meeting revenues were just 1.04% lower than budget. Expenses are lower than budget across all cost centers except Governance and Annual Meeting (see below for explanation). Expenses overall are \$243,241 (9.28%) below budget.

Specific points of interest are as follows:

- **Membership:** Overall membership increased during May by 31 (0.51%) and dues revenue exceeded last year and budget by 3.4% and 2.46%, respectively. Membership's net gain for May is better than last year and budget by \$24,997 (3.32%) and \$28,935 (3.86%), respectively. Deferred Revenues continued to be strong in May, exceeding last year by \$58,355 (11.6%). Total expenses were higher than last year by \$3,733 (4.05%) but lower than budget by \$7,929 (7.64%). The

variance over last year is the result of increased staff costs compared with this time a year ago, and the variance with budget reflects shared utility, service, and supplies costs being slightly lower than budgeted.

- **Periodicals:** The Journal's net loss as of May 31 was \$33,421 (12.96%) better than last year's deficit of \$38,399 and \$33,785 (50.27%) better than the budgeted net loss of \$67,206. The variance with budget is a result of the timing of expenses and revenues and will resolve to budgeted levels in the June statements. *Archival Outlook's* net loss of \$100,641 is \$7,317 (6.78%) better than budget and less than last year's deficit of \$112,610 by 10.63%. SAA staff continue working to reduce production costs for the remaining issue in this fiscal year, and expect that we will be close to budgeted performance by the end of the fiscal year.
- **Annual Meeting:** As of May 31, the Annual Meeting in Atlanta posted a net gain of \$202,441, below both last year and budget by \$33,667 (14.26%) and \$19,690 (8.86%), respectively. Total revenue was down by \$7,351 (1.04%), the result of CoSA sponsors reducing or eliminating exhibitor commitments and of lower-than-budgeted attendee registration (\$11,669 or 2.02% below budget). In the absence of well-devised contracts that helped reduce expenses based on performance, the Atlanta conference would have yielded even less in net revenue.
- **Publications:** As of May 31, Publications showed a net loss of \$48,851, which is 4.82% better than last year's net loss of \$51,326 and \$26,546 (119.01%) more than our budgeted net loss of \$22,305. Publications' total revenue as of May 31 exceeded last year by \$12,666 (6.91%) and fell short of budget by \$38,302 (16.35%). Increased expense factors and member perception that our prices are too high continue to drive down margins, though it appears that the steady decline in sales over the past several years has flattened out.
- **Education:** Education posted a net loss of \$45,365 for the period ending May 31, making it the eighth consecutive month in which we have missed net revenue targets. This performance is \$109,274 (170.98%) lower than last year and \$56,580 short of the budgeted net *gain* of \$11,215. Overall, revenues for Education are down from last year and budget by \$70,891 (13.98%) and \$193,019 (30.68%), respectively. Expenditures in Education are higher than the previous year by \$38,384 (8.66%) but are \$136,440 (22.08%) lower than budget.
- **Career Services:** Career Services continues its steady performance with a net gain of \$40,273, which is 15.22% behind last year's performance and 7.69% better than budget. Revenues are down \$13,425 (17.32%) from last year and \$857 (1.36%) better than budget.
- **General & Administrative:** Revenues on the investment of funds were 15.88% higher than budgeted and expenses are under budget by \$15,886 (3.26%). These cost savings are due to decreased credit card charges (partly reflecting less revenue, but

also reflecting an improved rate negotiated last year) and timing issues with the payment of consultants. It is anticipated that G&A expenses will be within budget.

- **Governance:** As of May 31, Governance posted a net loss of \$180,115, which is \$9,556 (5.6%) higher than budgeted. This is due almost entirely to SAA's support of roundtable AV at the annual conference (which was nearly \$6,000 more than budgeted) and underwriting of the ARL/SAA Mosaic Leadership activities at the Annual Meeting (totaling approximately \$2,300 for AV and food and beverage support). The June statements will show some of this expense being offset by ARL through a reimbursement of \$1,700. Marginal cost savings since August have kept this program in line with expectations, given these additional burdens on the budget.
- **Advocacy:** At May 31, 2017, the net loss in advocacy was \$111,693, greater than last year by \$3,207 (2.96%) and better than budget by \$51,878 (31.72%). The variance with budget reflects ongoing discussions regarding the need for, and timing of, face-to-face meetings of the Committee on Public Awareness and Committee on Advocacy and Public Policy. A meeting of COPA is included in the FY18 Proposed Budget.

**Society of American Archivists
Balance Sheet - Operations
Wednesday, May 31, 2017**

	<u>Fiscal 2017</u>	<u>Fiscal 2016</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,826,426.98	\$1,582,097.81	\$244,329.17	15.44%
Accounts Receivable	20,697.09	35,933.49	(15,236.40)	(42.40%)
Equipment	38,459.71	33,622.33	4,837.38	14.39%
Deposits	11,719.23	8,300.00	3,419.23	41.20%
Inventory	80,006.80	86,197.39	(6,190.59)	(7.18%)
Prepaid Expenses	175,090.25	164,101.02	10,989.23	6.70%
Due From Foundation	436,926.35	454,200.58	(17,274.23)	(3.80%)
Cash Clearing		(1,206.67)	1,206.67	(100.00%)
Total Assets	<u><u>2,589,326.41</u></u>	<u><u>2,363,245.95</u></u>	<u><u>226,080.46</u></u>	<u><u>9.57%</u></u>
Liabilities				
Accounts Payable	7,227.50	23,417.98	(16,190.48)	(69.14%)
Salaries and Wages Payable	58,234.99	50,372.12	7,862.87	15.61%
Deferred Revenues				
Annual Meeting	316,419.00	177,050.00	139,369.00	78.72%
Subscriptions	48,045.00	48,354.25	(309.25)	(0.64%)
Membership	561,413.14	503,058.38	58,354.76	11.60%
Education	33,644.70	33,791.75	(147.05)	(0.44%)
Sponsors	25,700.00	23,099.00	2,601.00	11.26%
Advertising	8,621.00	8,430.00	191.00	2.27%
Exhibitors	83,600.00	75,790.00	7,810.00	10.30%
Consultants	1,804.00	1,723.61	80.39	4.66%
Total Deferred Revenues	<u>1,079,246.84</u>	<u>871,296.99</u>	<u>207,949.85</u>	<u>23.87%</u>
Due to Council-Directed Funds	624,716.11	439,497.11	185,219.00	42.14%
Due To Foundation	70,009.14	80,650.40	(10,641.26)	(13.19%)
Deferred Rent	2,604.52	6,511.48	(3,906.96)	(60.00%)
Total Liabilities	<u><u>1,842,039.10</u></u>	<u><u>1,471,746.08</u></u>	<u><u>370,293.02</u></u>	<u><u>25.16%</u></u>
Net Assets				
Fund Balance	704,292.19	704,290.77	1.42	0.00%
Net Gain or Loss	42,995.12	187,209.10	(144,213.98)	(77.03%)
Total Net Assets	<u><u>747,287.31</u></u>	<u><u>891,499.87</u></u>	<u><u>(144,212.56)</u></u>	<u><u>(16.18%)</u></u>
Total Liabilities and Net Assets	<u><u>2,589,326.41</u></u>	<u><u>2,363,245.95</u></u>	<u><u>226,080.46</u></u>	<u><u>9.57%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Operations							
Membership	\$778,011.76	\$753,014.42	\$749,076.96	\$24,997.34	3.32%	\$28,934.80	3.86%
Annual Meeting	202,441.68	236,109.06	222,132.09	(33,667.38)	(14.26%)	(19,690.41)	(8.86%)
Publications	(48,851.00)	(51,325.87)	(22,304.94)	2,474.87	(4.82%)	(26,546.06)	119.01%
Education	(45,364.65)	63,909.66	11,214.87	(109,274.31)	(170.98%)	(56,579.52)	(504.50%)
Career Services	40,272.80	47,503.10	37,396.76	(7,230.30)	(15.22%)	2,876.04	7.69%
American Archivist	(33,420.91)	(38,398.72)	(67,206.20)	4,977.81	(12.96%)	33,785.29	(50.27%)
Archival Outlook	(100,641.32)	(112,610.05)	(107,958.67)	11,968.73	(10.63%)	7,317.35	(6.78%)
General & Administrative	(457,644.91)	(430,827.99)	(475,315.69)	(26,816.92)	6.22%	17,670.78	(3.72%)
Advocacy	(111,693.08)	(108,486.19)	(163,570.61)	(3,206.89)	2.96%	51,877.53	(31.72%)
Governance	(180,115.25)	(171,678.32)	(170,559.71)	(8,436.93)	4.91%	(9,555.54)	5.60%
Total Net Gain/(Loss)	<u>42,995.12</u>	<u>187,209.10</u>	<u>12,904.86</u>	<u>(144,213.98)</u>	<u>(77.03%)</u>	<u>30,090.26</u>	<u>233.17%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$873,824.45	\$845,094.36	\$852,819.10	\$28,730.09	3.40%	\$21,005.35	2.46%
Annual Meeting	699,858.49	725,318.85	707,190.20	(25,460.36)	(3.51%)	(7,331.71)	(1.04%)
Publications	196,024.35	183,358.49	234,326.56	12,665.86	6.91%	(38,302.21)	(16.35%)
Education	436,032.33	506,922.86	629,051.81	(70,890.53)	(13.98%)	(193,019.48)	(30.68%)
Career Services	64,078.38	77,503.14	63,221.50	(13,424.76)	(17.32%)	856.88	1.36%
American Archivist	107,513.71	105,238.71	107,118.50	2,275.00	2.16%	395.21	0.37%
Archival Outlook	30,876.91	26,850.20	29,416.68	4,026.71	15.00%	1,460.23	4.96%
General & Administrative	13,025.24	10,435.61	11,240.00	2,589.63	24.82%	1,785.24	15.88%
Advocacy		890.56		(890.56)	(100.00%)		0.00%
Total Revenues	<u>2,421,233.86</u>	<u>2,481,612.78</u>	<u>2,634,384.35</u>	<u>(60,378.92)</u>	<u>(2.43%)</u>	<u>(213,150.49)</u>	<u>(8.09%)</u>
Expenses							
Membership	95,812.69	92,079.94	103,742.14	3,732.75	4.05%	(7,929.45)	(7.64%)
Annual Meeting	497,416.81	489,209.79	485,058.11	8,207.02	1.68%	12,358.70	2.55%
Publications	244,875.35	234,684.36	256,631.50	10,190.99	4.34%	(11,756.15)	(4.58%)
Education	481,396.98	443,013.20	617,836.94	38,383.78	8.66%	(136,439.96)	(22.08%)
Career Services	23,805.58	30,000.04	25,824.74	(6,194.46)	(20.65%)	(2,019.16)	(7.82%)
American Archivist	140,934.62	143,637.43	174,324.70	(2,702.81)	(1.88%)	(33,390.08)	(19.15%)
Archival Outlook	131,518.23	139,460.25	137,375.35	(7,942.02)	(5.69%)	(5,857.12)	(4.26%)
General & Administrative	470,670.15	441,263.60	486,555.69	29,406.55	6.66%	(15,885.54)	(3.26%)
Advocacy	111,693.08	109,376.75	163,570.61	2,316.33	2.12%	(51,877.53)	(31.72%)
Governance	180,115.25	171,678.32	170,559.71	8,436.93	4.91%	9,555.54	5.60%
Total Expenses	<u>2,378,238.74</u>	<u>2,294,403.68</u>	<u>2,621,479.49</u>	<u>83,835.06</u>	<u>3.65%</u>	<u>(243,240.75)</u>	<u>(9.28%)</u>
Total Net Gain/(Loss)	<u>42,995.12</u>	<u>187,209.10</u>	<u>12,904.86</u>	<u>(144,213.98)</u>	<u>(77.03%)</u>	<u>30,090.26</u>	<u>233.17%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$872,852.45	\$844,186.16	\$851,902.47	\$28,666.29	3.40%	\$20,949.98	2.46%
Subscriptions & Advertising	200,269.04	213,579.51	201,088.83	(13,310.47)	(6.23%)	(819.79)	(0.41%)
Workshops	433,852.33	504,400.44	625,331.81	(70,548.11)	(13.99%)	(191,479.48)	(30.62%)
Annual Meeting	672,350.24	711,318.85	699,690.20	(38,968.61)	(5.48%)	(27,339.96)	(3.91%)
Publications & CD Sales	162,988.49	156,923.49	200,645.45	6,065.00	3.86%	(37,656.96)	(18.77%)
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	12,952.87	8,566.14	11,240.00	4,386.73	51.21%	1,712.87	15.24%
Shipping, Handling, & Other	65,948.44	42,638.19	44,485.59	23,310.25	54.67%	21,462.85	48.25%
Total Income	<u>2,421,233.86</u>	<u>2,481,612.78</u>	<u>2,634,384.35</u>	<u>(60,378.92)</u>	<u>(2.43%)</u>	<u>(213,150.49)</u>	<u>(8.09%)</u>
Expenses							
Salaries, Wages, & Benefits	984,047.21	912,388.55	982,409.41	71,658.66	7.85%	1,637.80	0.17%
Office Occupancy & Utilities	94,675.28	84,356.30	100,645.61	10,318.98	12.23%	(5,970.33)	(5.93%)
Services	943,386.06	883,302.97	1,052,902.18	60,083.09	6.80%	(109,516.12)	(10.40%)
Supplies	15,035.15	23,596.22	14,194.65	(8,561.07)	(36.28%)	840.50	5.92%
Travel	146,868.15	158,223.20	224,147.82	(11,355.05)	(7.18%)	(77,279.67)	(34.48%)
Leases, Rentals, & Licenses	35,108.24	38,462.75	47,744.25	(3,354.51)	(8.72%)	(12,636.01)	(26.47%)
Taxes, Dues, & Subscriptions	44,211.17	33,726.68	40,815.00	10,484.49	31.09%	3,396.17	8.32%
Depreciation, Cost of Goods Sold & Other	114,907.48	160,347.01	158,620.57	(45,439.53)	(28.34%)	(43,713.09)	(27.56%)
Total Expenses	<u>2,378,238.74</u>	<u>2,294,403.68</u>	<u>2,621,479.49</u>	<u>83,835.06</u>	<u>3.65%</u>	<u>(243,240.75)</u>	<u>(9.28%)</u>
Net Gain or (Loss)	<u>42,995.12</u>	<u>187,209.10</u>	<u>12,904.86</u>	<u>(144,213.98)</u>	<u>(77.03%)</u>	<u>30,090.26</u>	<u>233.17%</u>

Society of American Archivists
Membership and Periodicals
For the Eleven Months Ending Wednesday, May 31, 2017

	Year-To-Date 5/31/2017	Year-To-Date 5/31/2016	Budget 5/31/2017	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$872,852.45	\$844,186.16	\$851,902.47	\$28,666.29	3.40%	\$20,949.98	2.46%
Subscriptions & Advertising	128,907.66	120,178.95	126,867.33	8,728.71	7.26%	2,040.33	1.61%
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	10,454.96	12,818.16	10,584.48	(2,363.20)	(18.44%)	(129.52)	(1.22%)
Total Income	1,012,215.07	977,183.27	989,354.28	35,031.80	3.58%	22,860.79	2.31%
Expenses							
Salaries, Wages, & Benefits	155,871.10	143,424.16	157,102.11	12,446.94	8.68%	(1,231.01)	(0.78%)
Office Occupancy & Utilities	14,721.43	13,145.72	16,072.28	1,575.71	11.99%	(1,350.85)	(8.40%)
Services	193,466.34	208,743.44	227,767.23	(15,277.10)	(7.32%)	(34,300.89)	(15.06%)
Supplies	499.89	7,205.31	2,880.09	(6,705.42)	(93.06%)	(2,380.20)	(82.64%)
Travel		476.03		(476.03)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,898.98	2,182.96	4,155.80	(283.98)	(13.01%)	(2,256.82)	(54.31%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other	1,772.80		6,969.68	1,772.80	0.00%	(5,196.88)	(74.56%)
Total Expenses	368,265.54	375,177.62	415,442.19	(6,912.08)	(1.84%)	(47,176.65)	(11.36%)
Net Gain or (Loss)	643,949.53	602,005.65	573,912.09	41,943.88	6.97%	70,037.44	12.20%

Society of American Archivists
 Membership
 For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$872,852.45	\$844,186.16	\$851,902.47	\$28,666.29	3.40%	\$20,949.98	2.46%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>972.00</u>	<u>908.20</u>	<u>916.63</u>	<u>63.80</u>	<u>7.02%</u>	<u>55.37</u>	<u>6.04%</u>
Total Income	<u>873,824.45</u>	<u>845,094.36</u>	<u>852,819.10</u>	<u>28,730.09</u>	<u>3.40%</u>	<u>21,005.35</u>	<u>2.46%</u>
Expenses							
Salaries, Wages, & Benefits	76,293.12	70,017.62	76,870.83	6,275.50	8.96%	(577.71)	(0.75%)
Office Occupancy & Utilities	7,177.64	6,421.44	7,856.30	756.20	11.78%	(678.66)	(8.64%)
Services	9,165.58	7,243.46	7,711.97	1,922.12	26.54%	1,453.61	18.85%
Supplies	474.77	7,054.32	2,301.28	(6,579.55)	(93.27%)	(1,826.51)	(79.37%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	928.78	1,054.17	2,032.08	(125.39)	(11.89%)	(1,103.30)	(54.29%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>1,772.80</u>		<u>6,969.68</u>	<u>1,772.80</u>	<u>0.00%</u>	<u>(5,196.88)</u>	<u>(74.56%)</u>
Total Expenses	<u>95,812.69</u>	<u>92,079.94</u>	<u>103,742.14</u>	<u>3,732.75</u>	<u>4.05%</u>	<u>(7,929.45)</u>	<u>(7.64%)</u>
Net Gain or (Loss)	<u><u>778,011.76</u></u>	<u><u>753,014.42</u></u>	<u><u>749,076.96</u></u>	<u><u>24,997.34</u></u>	<u><u>3.32%</u></u>	<u><u>28,934.80</u></u>	<u><u>3.86%</u></u>

**Society of American Archivists
Periodicals (AA & AO)
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	128,907.66	120,178.95	126,867.33	8,728.71	7.26%	2,040.33	1.61%
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	9,482.96	11,909.96	9,667.85	(2,427.00)	(20.38%)	(184.89)	(1.91%)
Total Income	<u>138,390.62</u>	<u>132,088.91</u>	<u>136,535.18</u>	<u>6,301.71</u>	<u>4.77%</u>	<u>1,855.44</u>	<u>1.36%</u>
Expenses							
Salaries, Wages, & Benefits	79,577.98	73,406.54	80,231.28	6,171.44	8.41%	(653.30)	(0.81%)
Office Occupancy & Utilities	7,543.79	6,724.28	8,215.98	819.51	12.19%	(672.19)	(8.18%)
Services	184,300.76	201,499.98	220,055.26	(17,199.22)	(8.54%)	(35,754.50)	(16.25%)
Supplies	25.12	150.99	578.81	(125.87)	(83.36%)	(553.69)	(95.66%)
Travel		187.10		(187.10)	(100.00%)		0.00%
Leases, Rentals, & Licenses	970.20	1,128.79	2,123.72	(158.59)	(14.05%)	(1,153.52)	(54.32%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>272,452.85</u>	<u>283,097.68</u>	<u>311,700.05</u>	<u>(10,644.83)</u>	<u>(3.76%)</u>	<u>(39,247.20)</u>	<u>(12.59%)</u>
Net Gain or (Loss)	<u>(134,062.23)</u>	<u>(151,008.77)</u>	<u>(175,164.87)</u>	<u>16,946.54</u>	<u>(11.22%)</u>	<u>41,102.64</u>	<u>(23.47%)</u>

**Society of American Archivists
American Archivist
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	100,140.75	97,895.75	99,034.00	2,245.00	2.29%	1,106.75	1.12%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>7,372.96</u>	<u>7,342.96</u>	<u>8,084.50</u>	<u>30.00</u>	<u>0.41%</u>	<u>(711.54)</u>	<u>(8.80%)</u>
Total Income	<u>107,513.71</u>	<u>105,238.71</u>	<u>107,118.50</u>	<u>2,275.00</u>	<u>2.16%</u>	<u>395.21</u>	<u>0.37%</u>
Expenses							
Salaries, Wages, & Benefits	38,556.70	35,190.17	38,857.43	3,366.53	9.57%	(300.73)	(0.77%)
Office Occupancy & Utilities	3,671.24	3,270.14	3,984.86	401.10	12.27%	(313.62)	(7.87%)
Services	98,225.15	104,556.87	130,167.15	(6,331.72)	(6.06%)	(31,942.00)	(24.54%)
Supplies	10.36		281.76	10.36	0.00%	(271.40)	(96.32%)
Travel		72.10		(72.10)	(100.00%)		0.00%
Leases, Rentals, & Licenses	471.17	548.15	1,033.50	(76.98)	(14.04%)	(562.33)	(54.41%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>140,934.62</u>	<u>143,637.43</u>	<u>174,324.70</u>	<u>(2,702.81)</u>	<u>(1.88%)</u>	<u>(33,390.08)</u>	<u>(19.15%)</u>
Net Gain or (Loss)	<u>(33,420.91)</u>	<u>(38,398.72)</u>	<u>(67,206.20)</u>	<u>4,977.81</u>	<u>(12.96%)</u>	<u>33,785.29</u>	<u>(50.27%)</u>

Society of American Archivists
Archival Outlook
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	28,766.91	22,283.20	27,833.33	6,483.71	29.10%	933.58	3.35%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>2,110.00</u>	<u>4,567.00</u>	<u>1,583.35</u>	<u>(2,457.00)</u>	<u>(53.80%)</u>	<u>526.65</u>	<u>33.26%</u>
Total Income	<u>30,876.91</u>	<u>26,850.20</u>	<u>29,416.68</u>	<u>4,026.71</u>	<u>15.00%</u>	<u>1,460.23</u>	<u>4.96%</u>
Expenses							
Salaries, Wages, & Benefits	41,021.28	38,216.37	41,373.85	2,804.91	7.34%	(352.57)	(0.85%)
Office Occupancy & Utilities	3,872.55	3,454.14	4,231.12	418.41	12.11%	(358.57)	(8.47%)
Services	86,075.61	96,943.11	89,888.11	(10,867.50)	(11.21%)	(3,812.50)	(4.24%)
Supplies	14.76	150.99	297.05	(136.23)	(90.22%)	(282.29)	(95.03%)
Travel		115.00		(115.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	499.03	580.64	1,090.22	(81.61)	(14.06%)	(591.19)	(54.23%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>131,518.23</u>	<u>139,460.25</u>	<u>137,375.35</u>	<u>(7,942.02)</u>	<u>(5.69%)</u>	<u>(5,857.12)</u>	<u>(4.26%)</u>
Net Gain or (Loss)	<u>(100,641.32)</u>	<u>(112,610.05)</u>	<u>(107,958.67)</u>	<u>11,968.73</u>	<u>(10.63%)</u>	<u>7,317.35</u>	<u>(6.78%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	71,361.38	93,400.56	74,221.50	(22,039.18)	(23.60%)	(2,860.12)	(3.85%)
Workshops	433,852.33	504,400.44	625,331.81	(70,548.11)	(13.99%)	(191,479.48)	(30.62%)
Annual Meeting	672,350.24	711,318.85	699,690.20	(38,968.61)	(5.48%)	(27,339.96)	(3.91%)
Publications & CD Sales	162,988.49	156,923.49	200,645.45	6,065.00	3.86%	(37,656.96)	(18.77%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>55,441.11</u>	<u>27,060.00</u>	<u>33,901.11</u>	<u>28,381.11</u>	<u>104.88%</u>	<u>21,540.00</u>	<u>63.54%</u>
Total Income	<u>1,395,993.55</u>	<u>1,493,103.34</u>	<u>1,633,790.07</u>	<u>(97,109.79)</u>	<u>(6.50%)</u>	<u>(237,796.52)</u>	<u>(14.55%)</u>
Expenses							
Salaries, Wages, & Benefits	428,016.68	394,534.45	433,370.76	33,482.23	8.49%	(5,354.08)	(1.24%)
Office Occupancy & Utilities	42,005.35	37,145.67	44,496.32	4,859.68	13.08%	(2,490.97)	(5.60%)
Services	558,650.32	491,370.29	596,899.02	67,280.03	13.69%	(38,248.70)	(6.41%)
Supplies	9,196.73	9,781.95	7,082.60	(585.22)	(5.98%)	2,114.13	29.85%
Travel	102,118.12	109,844.52	158,896.32	(7,726.40)	(7.03%)	(56,778.20)	(35.73%)
Leases, Rentals, & Licenses	28,442.89	29,556.97	35,046.97	(1,114.08)	(3.77%)	(6,604.08)	(18.84%)
Taxes, Dues, & Subscriptions	16,735.00	7,477.12	15,000.00	9,257.88	123.82%	1,735.00	11.57%
Depreciation, Cost of Goods Sold & Other	<u>62,329.63</u>	<u>117,196.42</u>	<u>94,559.30</u>	<u>(54,866.79)</u>	<u>(46.82%)</u>	<u>(32,229.67)</u>	<u>(34.08%)</u>
Total Expenses	<u>1,247,494.72</u>	<u>1,196,907.39</u>	<u>1,385,351.29</u>	<u>50,587.33</u>	<u>4.23%</u>	<u>(137,856.57)</u>	<u>(9.95%)</u>
Net Gain or (Loss)	<u>148,498.83</u>	<u>296,195.95</u>	<u>248,438.78</u>	<u>(147,697.12)</u>	<u>(49.86%)</u>	<u>(99,939.95)</u>	<u>(40.23%)</u>

**Society of American Archivists
Annual Meeting
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	7,283.00	13,600.00	7,500.00	(6,317.00)	(46.45%)	(217.00)	(2.89%)
Workshops					0.00%		0.00%
Annual Meeting	672,350.24	711,318.85	699,690.20	(38,968.61)	(5.48%)	(27,339.96)	(3.91%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,225.25	400.00		19,825.25	4,956.31%	20,225.25	0.00%
Total Income	<u>699,858.49</u>	<u>725,318.85</u>	<u>707,190.20</u>	<u>(25,460.36)</u>	<u>(3.51%)</u>	<u>(7,331.71)</u>	<u>(1.04%)</u>
Expenses							
Salaries, Wages, & Benefits	119,037.96	119,431.92	121,267.47	(393.96)	(0.33%)	(2,229.51)	(1.84%)
Office Occupancy & Utilities	11,489.15	10,660.98	12,605.14	828.17	7.77%	(1,115.99)	(8.85%)
Services	310,512.81	247,805.58	271,428.14	62,707.23	25.31%	39,084.67	14.40%
Supplies	3,933.14	2,928.82	2,006.38	1,004.32	34.29%	1,926.76	96.03%
Travel	11,450.64	11,512.54	14,360.00	(61.90)	(0.54%)	(2,909.36)	(20.26%)
Leases, Rentals, & Licenses	16,535.92	17,840.03	19,061.14	(1,304.11)	(7.31%)	(2,525.22)	(13.25%)
Taxes, Dues, & Subscriptions	16,675.00	5,145.00	15,000.00	11,530.00	224.10%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	7,782.19	73,884.92	29,329.84	(66,102.73)	(89.47%)	(21,547.65)	(73.47%)
Total Expenses	<u>497,416.81</u>	<u>489,209.79</u>	<u>485,058.11</u>	<u>8,207.02</u>	<u>1.68%</u>	<u>12,358.70</u>	<u>2.55%</u>
Net Gain or (Loss)	<u>202,441.68</u>	<u>236,109.06</u>	<u>222,132.09</u>	<u>(33,667.38)</u>	<u>(14.26%)</u>	<u>(19,690.41)</u>	<u>(8.86%)</u>

**Society of American Archivists
Annual Meeting - Atlanta 2016
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	7,283.00		7,500.00	7,283.00	0.00%	(217.00)	(2.89%)
Workshops							
Annual Meeting	672,350.24		699,690.20	672,350.24	0.00%	(27,339.96)	(3.91%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>20,225.25</u>			<u>20,225.25</u>	<u>0.00%</u>	<u>20,225.25</u>	<u>0.00%</u>
Total Income	<u>699,858.49</u>		<u>707,190.20</u>	<u>699,858.49</u>	<u>0.00%</u>	<u>(7,331.71)</u>	<u>(1.04%)</u>
Expenses							
Salaries, Wages, & Benefits	45,991.40	72,810.22	48,334.06	(26,818.82)	(36.83%)	(2,342.66)	(4.85%)
Office Occupancy & Utilities	4,678.73	5,555.84	5,018.94	(877.11)	(15.79%)	(340.21)	(6.78%)
Services	255,593.51	46,915.72	221,783.86	208,677.79	444.79%	33,809.65	15.24%
Supplies	3,928.33	2,533.10	1,454.19	1,395.23	55.08%	2,474.14	170.14%
Travel	3,380.59	7,650.03	4,130.00	(4,269.44)	(55.81%)	(749.41)	(18.15%)
Leases, Rentals, & Licenses	15,602.82	1,063.13	16,337.07	14,539.69	1,367.63%	(734.25)	(4.49%)
Taxes, Dues, & Subscriptions	16,675.00		15,000.00	16,675.00	0.00%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	<u>151,566.43</u>	<u>(136,528.04)</u>	<u>173,000.00</u>	<u>288,094.47</u>	<u>(211.01%)</u>	<u>(21,433.57)</u>	<u>(12.39%)</u>
Total Expenses	<u>497,416.81</u>		<u>485,058.12</u>	<u>497,416.81</u>	<u>0.00%</u>	<u>12,358.69</u>	<u>2.55%</u>
Net Gain or (Loss)	<u>202,441.68</u>		<u>222,132.08</u>	<u>202,441.68</u>	<u>0.00%</u>	<u>(19,690.40)</u>	<u>(8.86%)</u>

Society of American Archivists
Annual Meeting - Portland 2017
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising					0.00%		0.00%
Workshops							
Annual Meeting					0.00%		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	70,484.55	2,041.52	70,328.70	68,443.03	3,352.55%	155.85	0.22%
Office Occupancy & Utilities	6,567.57	184.28	7,141.46	6,383.29	3,463.91%	(573.89)	(8.04%)
Services	54,763.06	133.96	48,841.80	54,629.10	40,780.16%	5,921.26	12.12%
Supplies	3.99		535.71	3.99	0.00%	(531.72)	(99.26%)
Travel	8,070.05	801.46	10,230.00	7,268.59	906.92%	(2,159.95)	(21.11%)
Leases, Rentals, & Licenses	901.68	31.31	1,775.17	870.37	2,779.85%	(873.49)	(49.21%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(140,790.90)	(3,192.53)	(138,852.88)	(137,598.37)	4,310.01%	(1,938.02)	1.40%
Total Expenses			(0.04)		0.00%	0.04	(100.00%)
Net Gain or (Loss)			0.04		0.00%	(0.04)	(100.00%)

**Society of American Archivists
Annual Meeting - Washington 2018
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,562.01		2,604.71	2,562.01	0.00%	(42.70)	(1.64%)
Office Occupancy & Utilities	242.85		444.74	242.85	0.00%	(201.89)	(45.40%)
Services	156.24		802.48	156.24	0.00%	(646.24)	(80.53%)
Supplies	0.82		16.48	0.82	0.00%	(15.66)	(95.02%)
Travel							
Leases, Rentals, & Licenses	31.42		948.90	31.42	0.00%	(917.48)	(96.69%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(2,993.34)		(4,817.28)	(2,993.34)	0.00%	1,823.94	(37.86%)
Total Expenses			0.03		0.00%	(0.03)	(100.00%)
Net Gain or (Loss)			(0.03)		0.00%	0.03	(100.00%)

**Society of American Archivists
Publications
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	162,893.49	156,698.49	200,425.45	6,195.00	3.95%	(37,531.96)	(18.73%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>33,130.86</u>	<u>26,660.00</u>	<u>33,901.11</u>	<u>6,470.86</u>	<u>24.27%</u>	<u>(770.25)</u>	<u>(2.27%)</u>
Total Income	<u>196,024.35</u>	<u>183,358.49</u>	<u>234,326.56</u>	<u>12,665.86</u>	<u>6.91%</u>	<u>(38,302.21)</u>	<u>(16.35%)</u>
Expenses							
Salaries, Wages, & Benefits	76,610.65	72,029.35	77,717.81	4,581.30	6.36%	(1,107.16)	(1.42%)
Office Occupancy & Utilities	7,742.18	7,323.38	7,950.90	418.80	5.72%	(208.72)	(2.63%)
Services	86,692.45	83,297.93	88,840.06	3,394.52	4.08%	(2,147.61)	(2.42%)
Supplies	3,937.39	5,107.91	552.59	(1,170.52)	(22.92%)	3,384.80	612.53%
Travel	8,560.44	12,660.22	7,565.40	(4,099.78)	(32.38%)	995.04	13.15%
Leases, Rentals, & Licenses	8,386.20	8,621.95	8,775.28	(235.75)	(2.73%)	(389.08)	(4.43%)
Taxes, Dues, & Subscriptions	60.00	2,332.12		(2,272.12)	(97.43%)	60.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>52,886.04</u>	<u>43,311.50</u>	<u>65,229.46</u>	<u>9,574.54</u>	<u>22.11%</u>	<u>(12,343.42)</u>	<u>(18.92%)</u>
Total Expenses	<u>244,875.35</u>	<u>234,684.36</u>	<u>256,631.50</u>	<u>10,190.99</u>	<u>4.34%</u>	<u>(11,756.15)</u>	<u>(4.58%)</u>
Net Gain or (Loss)	<u>(48,851.00)</u>	<u>(51,325.87)</u>	<u>(22,304.94)</u>	<u>2,474.87</u>	<u>(4.82%)</u>	<u>(26,546.06)</u>	<u>119.01%</u>

Society of American Archivists
Education
For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising		2,297.42	3,500.00	(2,297.42)	(100.00%)	(3,500.00)	(100.00%)
Workshops	433,852.33	504,400.44	625,331.81	(70,548.11)	(13.99%)	(191,479.48)	(30.62%)
Annual Meeting							
Publications & CD Sales	95.00	225.00	220.00	(130.00)	(57.78%)	(125.00)	(56.82%)
Contributions							
Investments							
Shipping, Handling, & Other	2,085.00			2,085.00	0.00%	2,085.00	0.00%
Total Income	<u>436,032.33</u>	<u>506,922.86</u>	<u>629,051.81</u>	<u>(70,890.53)</u>	<u>(13.98%)</u>	<u>(193,019.48)</u>	<u>(30.68%)</u>
Expenses							
Salaries, Wages, & Benefits	228,268.98	199,363.38	230,272.59	28,905.60	14.50%	(2,003.61)	(0.87%)
Office Occupancy & Utilities	22,386.50	18,817.76	23,518.43	3,568.74	18.96%	(1,131.93)	(4.81%)
Services	143,453.65	135,553.29	216,264.14	7,900.36	5.83%	(72,810.49)	(33.67%)
Supplies	1,325.27	1,745.22	4,493.70	(419.95)	(24.06%)	(3,168.43)	(70.51%)
Travel	80,830.43	84,495.91	136,187.09	(3,665.48)	(4.34%)	(55,356.66)	(40.65%)
Leases, Rentals, & Licenses	3,470.75	3,037.64	7,100.99	433.11	14.26%	(3,630.24)	(51.12%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	1,661.40			1,661.40	0.00%	1,661.40	0.00%
Total Expenses	<u>481,396.98</u>	<u>443,013.20</u>	<u>617,836.94</u>	<u>38,383.78</u>	<u>8.66%</u>	<u>(136,439.96)</u>	<u>(22.08%)</u>
Net Gain or (Loss)	<u>(45,364.65)</u>	<u>63,909.66</u>	<u>11,214.87</u>	<u>(109,274.31)</u>	<u>(170.98%)</u>	<u>(56,579.52)</u>	<u>(504.50%)</u>

**Society of American Archivists
Career Services
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	64,078.38	77,503.14	63,221.50	(13,424.76)	(17.32%)	856.88	1.36%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>64,078.38</u>	<u>77,503.14</u>	<u>63,221.50</u>	<u>(13,424.76)</u>	<u>(17.32%)</u>	<u>856.88</u>	<u>1.36%</u>
Expenses							
Salaries, Wages, & Benefits	4,099.09	3,709.80	4,112.89	389.29	10.49%	(13.80)	(0.34%)
Office Occupancy & Utilities	387.52	343.55	421.85	43.97	12.80%	(34.33)	(8.14%)
Services	17,991.41	24,713.49	20,366.68	(6,722.08)	(27.20%)	(2,375.27)	(11.66%)
Supplies	0.93		29.93	0.93	0.00%	(29.00)	(96.89%)
Travel	1,276.61	1,175.85	783.83	100.76	8.57%	492.78	62.87%
Leases, Rentals, & Licenses	50.02	57.35	109.56	(7.33)	(12.78%)	(59.54)	(54.34%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>23,805.58</u>	<u>30,000.04</u>	<u>25,824.74</u>	<u>(6,194.46)</u>	<u>(20.65%)</u>	<u>(2,019.16)</u>	<u>(7.82%)</u>
Net Gain or (Loss)	<u>40,272.80</u>	<u>47,503.10</u>	<u>37,396.76</u>	<u>(7,230.30)</u>	<u>(15.22%)</u>	<u>2,876.04</u>	<u>7.69%</u>

**Society of American Archivists
Operational Expense Centers
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	12,952.87	8,566.14	11,240.00	4,386.73	51.21%	1,712.87	15.24%
Shipping, Handling, & Other	52.37	2,760.03		(2,707.66)	(98.10%)	52.37	0.00%
Total Income	<u>13,025.24</u>	<u>11,326.17</u>	<u>11,240.00</u>	<u>1,699.07</u>	<u>15.00%</u>	<u>1,785.24</u>	<u>15.88%</u>
Expenses							
Salaries, Wages, & Benefits	400,159.43	374,429.94	391,936.54	25,729.49	6.87%	8,222.89	2.10%
Office Occupancy & Utilities	37,948.50	34,064.91	40,077.01	3,883.59	11.40%	(2,128.51)	(5.31%)
Services	191,269.40	183,189.24	228,235.93	8,080.16	4.41%	(36,966.53)	(16.20%)
Supplies	5,338.53	6,608.96	4,231.96	(1,270.43)	(19.22%)	1,106.57	26.15%
Travel	44,750.03	47,902.65	65,251.50	(3,152.62)	(6.58%)	(20,501.47)	(31.42%)
Leases, Rentals, & Licenses	4,766.37	6,722.82	8,541.48	(1,956.45)	(29.10%)	(3,775.11)	(44.20%)
Taxes, Dues, & Subscriptions	27,441.17	26,249.56	25,320.00	1,191.61	4.54%	2,121.17	8.38%
Depreciation, Cost of Goods Sold & Other	50,805.05	43,150.59	57,091.59	7,654.46	17.74%	(6,286.54)	(11.01%)
Total Expenses	<u>762,478.48</u>	<u>722,318.67</u>	<u>820,686.01</u>	<u>40,159.81</u>	<u>5.56%</u>	<u>(58,207.53)</u>	<u>(7.09%)</u>
Net Gain or (Loss)	<u>(749,453.24)</u>	<u>(710,992.50)</u>	<u>(809,446.01)</u>	<u>(38,460.74)</u>	<u>5.41%</u>	<u>59,992.77</u>	<u>(7.41%)</u>

Society of American Archivists
General & Administrative
For the Eleven Months Ending Wednesday, May 31, 2017

	Year-To-Date 5/31/2017	Year-To-Date 5/31/2016	Budget 5/31/2017	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	12,952.87	8,566.14	11,240.00	4,386.73	51.21%	1,712.87	15.24%
Shipping, Handling, & Other	52.37	1,869.47		(1,817.10)	(97.20%)	52.37	0.00%
Total Income	<u>13,025.24</u>	<u>10,435.61</u>	<u>11,240.00</u>	<u>2,589.63</u>	<u>24.82%</u>	<u>1,785.24</u>	<u>15.88%</u>
Expenses							
Salaries, Wages, & Benefits	241,102.90	221,039.77	229,774.75	20,063.13	9.08%	11,328.15	4.93%
Office Occupancy & Utilities	21,835.98	19,565.89	23,769.84	2,270.09	11.60%	(1,933.86)	(8.14%)
Services	134,052.48	132,504.16	145,708.15	1,548.32	1.17%	(11,655.67)	(8.00%)
Supplies	4,714.84	6,519.89	3,061.92	(1,805.05)	(27.69%)	1,652.92	53.98%
Travel	2,724.52	3,052.04	13,349.00	(327.52)	(10.73%)	(10,624.48)	(79.59%)
Leases, Rentals, & Licenses	2,803.21	4,381.70	3,980.44	(1,578.49)	(36.02%)	(1,177.23)	(29.58%)
Taxes, Dues, & Subscriptions	12,631.17	11,049.56	9,820.00	1,581.61	14.31%	2,811.17	28.63%
Depreciation, Cost of Goods Sold & Other	50,805.05	43,150.59	57,091.59	7,654.46	17.74%	(6,286.54)	(11.01%)
Total Expenses	<u>470,670.15</u>	<u>441,263.60</u>	<u>486,555.69</u>	<u>29,406.55</u>	<u>6.66%</u>	<u>(15,885.54)</u>	<u>(3.26%)</u>
Net Gain or (Loss)	<u>(457,644.91)</u>	<u>(430,827.99)</u>	<u>(475,315.69)</u>	<u>(26,816.92)</u>	<u>6.22%</u>	<u>17,670.78</u>	<u>(3.72%)</u>

**Society of American Archivists
Governance
For the Eleven Months Ending Wednesday, May 31, 2017**

	<u>Year-To-Date 5/31/2017</u>	<u>Year-To-Date 5/31/2016</u>	<u>Budget 5/31/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	88,273.75	90,890.74	91,348.53	(2,616.99)	(2.88%)	(3,074.78)	(3.37%)
Office Occupancy & Utilities	9,443.99	8,777.80	9,845.44	666.19	7.59%	(401.45)	(4.08%)
Services	43,668.61	29,831.53	37,501.39	13,837.08	46.38%	6,167.22	16.45%
Supplies	600.25	89.07	657.47	511.18	573.91%	(57.22)	(8.70%)
Travel	34,217.56	37,993.94	25,302.50	(3,776.38)	(9.94%)	8,915.06	35.23%
Leases, Rentals, & Licenses	1,101.09	1,395.24	2,404.38	(294.15)	(21.08%)	(1,303.29)	(54.20%)
Taxes, Dues, & Subscriptions	2,810.00	2,700.00	3,500.00	110.00	4.07%	(690.00)	(19.71%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	180,115.25	171,678.32	170,559.71	8,436.93	4.91%	9,555.54	5.60%
Net Gain or (Loss)	(180,115.25)	(171,678.32)	(170,559.71)	(8,436.93)	4.91%	(9,555.54)	5.60%

Society of American Archivists
 Advocacy
 For the Eleven Months Ending Wednesday, May 31, 2017

	<u>Year-To-Date</u> <u>5/31/2017</u>	<u>Year-To-Date</u> <u>5/31/2016</u>	<u>Budget</u> <u>5/31/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		890.56		(890.56)	(100.00%)		0.00%
Total Income		<u>890.56</u>		<u>(890.56)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	70,782.78	62,499.43	70,813.26	8,283.35	13.25%	(30.48)	(0.04%)
Office Occupancy & Utilities	6,668.53	5,721.22	6,461.73	947.31	16.56%	206.80	3.20%
Services	13,548.31	20,853.55	45,026.39	(7,305.24)	(35.03%)	(31,478.08)	(69.91%)
Supplies	23.44		512.57	23.44	0.00%	(489.13)	(95.43%)
Travel	7,807.95	6,856.67	26,600.00	951.28	13.87%	(18,792.05)	(70.65%)
Leases, Rentals, & Licenses	862.07	945.88	2,156.66	(83.81)	(8.86%)	(1,294.59)	(60.03%)
Taxes, Dues, & Subscriptions	12,000.00	12,500.00	12,000.00	(500.00)	(4.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>111,693.08</u>	<u>109,376.75</u>	<u>163,570.61</u>	<u>2,316.33</u>	<u>2.12%</u>	<u>(51,877.53)</u>	<u>(31.72%)</u>
Net Gain or (Loss)	<u>(111,693.08)</u>	<u>(108,486.19)</u>	<u>(163,570.61)</u>	<u>(3,206.89)</u>	<u>2.96%</u>	<u>51,877.53</u>	<u>(31.72%)</u>