

**Society of American Archivists
Council Meeting
July 26, 2023
Hybrid Meeting – Washington, DC**

**Treasurer's Report
(Prepared by Cherie Newell, Operations Director)**

Overview

For the month ending January 2023, SAA posted a net loss of \$ 6,649. This is a *favorable* variance of \$30,377 (82.04.14%), as the budgeted *loss* for January was \$37,026.

Total revenues as of January 30 were higher than last year by \$249,983 (17.19%) and short of budget by \$182,362 (9.65%). Total expenses were higher than last year by \$381,312 (28.62%) and lower than budget by \$212,740 (11.04%). The variance in budget reflects the timing of expenses in some cost centers and savings due to staff turnover.

Balance Sheet

As of January 31, 2023, Cash and Investments balances were lower than last year by \$91,443 (5.07%), and total deferred revenues were *lower* than last year by \$1,641 (.24%). Our Cash and Investments balance has slightly declined from our prior period balance for FY 2022. Membership and Subscription deferred revenues are slightly lower than the same time last year.

Income Statement

For the month ending January 31, 2023, SAA posted a net loss of \$6,649. This is a lower net loss than last year, by \$131,328 (105.33%). Total revenues as of January 31 were higher than last year by \$249,983 (17.16%) and behind budget and by \$182,362 (9.65%). Total expenses were higher than last year by \$381,315 (28.62%) and lower than budget by \$212,740 (11.04%). The variance in the budget is due to the timing of revenues in Education and expenses in several cost centers.

Specific points of interest are as follows:

- **Membership:** Total membership as of **January 30 was 5,512**, and dues revenue was ahead of last year by \$11,620 (2.03%) and *better than budget* by \$4,001 (0.69%). Membership's net gain as of January was \$10,372 (1.80%), better than last year. Membership deferred revenues in January were \$ 554,644 (.55%) higher than last year's.
- **Annual Meeting:** As of January 30, 2023, the 2022 Annual Meeting showed a net gain of \$66,541, lower than the budgeted estimate of \$ 117,622 by \$66,541 (43.43%). While we budgeted for 1000 Virtual and 875 In-person (1,875) attendees, we have realized about 1,777 total registrations thus far. Revenues for the conference fell short of budget estimates by \$89,456 (12.60%), and expenses are \$22,098 (3.74%) lower than budget. The

revenue shortfall compared with the budget is largely the result of shortfalls in Exhibitor and Sponsorship revenues. Exhibitor revenues totaling \$86,259 were \$27,741 (24.33%) lower than budget estimates, and Sponsorship revenues of \$43,350 were \$21,650 (33.31%) lower than budget estimates. Altogether, this shortfall represents 60% of the budgeted revenue shortfall for the conference. The expense savings are largely the result of savings on staff salaries. In addition to a \$15,000 rebate received from hotel attrition.

- **Publications:** Publications posted and net loss of \$ 50,869 for the period ending January 31, 2023. This is a greater net loss than last year and by budget \$7,920 (18.44%) and \$2,423 (5%), respectively. Revenues are well short of last year and budget by \$ 15,348. (21.74%) and \$30,682 (35.7%), respectively. Overall, Publications is 5% short of budget estimates through January 31, 2023.
- **Education:** Education posted a net gain of \$29,559 for the period ending January 31. This is behind last year's budget by \$86,860 (74.61%) and \$59,801 (66.92%), respectively. Total revenues fell short of budget estimates by \$108,535 (31.71%) and expenses were under budget by \$48,733 (19.27%). The lighter course schedule in the first few months of the fiscal year has resulted in Education performance lagging behind straight-line budget projections.
- **Career Services:** As of January 31, Career Services posted a net gain of \$45,126, which is better than last year and budget by (65.69%) and (65.59%), respectively. Revenues totaling \$72,209 exceeded last year's budget by \$18,290 (33.92%) and \$19,392 (36.72%), respectively. Our Career Center budget estimates for FY23 assumed a return to trend line budgeting in the assumption that the job market is relatively stable. The employment outlook for the types of organizations that post on the SAA Career Center job board is vital.
- **General and Administrative:** The net loss in G&A for the period ending January 31, 2023, was \$ 349,304, which is a smaller net loss than last year and budget by \$24,200 (6.48%) and \$54,329 (13.46%), respectively. The variance with last year and budget is largely a result of the timing of audit and consulting expenses and savings due to staff vacancies. Delays in expenses in this program have helped offset losses from the Annual Meeting and Education programs.

**Society of American Archivists
Balance Sheet - Operations
Tuesday, January 31, 2023**

	<u>Fiscal 2023</u>	<u>Fiscal 2022</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,712,648.51	\$1,804,092.09	(\$91,443.58)	(5.07%)
Accounts Receivable	31,840.98	19,798.14	12,042.84	60.83%
Equipment	23,534.20	34,943.81	(11,409.61)	(32.65%)
Deposits	9,306.85	8,706.85	600.00	6.89%
Inventory	100,664.97	87,847.74	12,817.23	14.59%
Prepaid Expenses	57,945.75	63,306.71	(5,360.96)	(8.47%)
Due From Operations	25,449.00	22,699.00	2,750.00	12.12%
Due From Foundation	516,112.01	519,932.39	(3,820.38)	(0.73%)
Cash Clearing	4,617.24	130.25	4,486.99	3,444.91%
Total Assets	<u><u>2,482,119.51</u></u>	<u><u>2,561,456.98</u></u>	<u><u>(79,337.47)</u></u>	<u><u>(3.10%)</u></u>
Liabilities				
Accounts Payable	1,605.39	23,267.22	(21,661.83)	(93.10%)
Salaries and Wages Payable	43,319.84	44,192.09	(872.25)	(1.97%)
Deferred Revenues				
Annual Meeting	(698.00)		(698.00)	(100.00%)
Subscriptions	63,246.52	65,026.59	(1,780.07)	(2.74%)
Membership	554,644.33	551,606.70	3,037.63	0.55%
Education	51,585.00	53,786.00	(2,201.00)	(4.09%)
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Total Deferred Revenues	668,777.85	670,419.29	(1,641.44)	(0.24%)
Due to Council-Directed Funds	956,760.06	836,295.00	120,465.06	14.40%
Due To Foundation	76,166.88	118,181.13	(42,014.25)	(35.55%)
Deferred Rent	5,139.66	7,423.86	(2,284.20)	(30.77%)
Total Liabilities	<u><u>1,751,769.68</u></u>	<u><u>1,699,778.59</u></u>	<u><u>51,991.09</u></u>	<u><u>3.06%</u></u>
Net Assets				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	(6,649.06)	124,679.50	(131,328.56)	(105.33%)
Total Net Assets	<u><u>730,349.83</u></u>	<u><u>861,678.39</u></u>	<u><u>(131,328.56)</u></u>	<u><u>(15.24%)</u></u>
Total Liabilities and Net Assets	<u><u>2,482,119.51</u></u>	<u><u>2,561,456.98</u></u>	<u><u>(79,337.47)</u></u>	<u><u>(3.10%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Seven Months Ending Tuesday, January 31, 2023

	<u>Year-To-Date</u> <u>1/31/2023</u>	<u>Year-To-Date</u> <u>1/31/2022</u>	<u>Budget</u> <u>1/31/2023</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	\$488,056.84	\$471,648.58	\$468,529.04	\$16,408.26	3.48%	\$19,527.80	4.17%
Annual Meeting	66,541.88	126,620.09	117,622.44	(60,078.21)	(47.45%)	(51,080.56)	(43.43%)
Publications	(50,869.24)	(42,948.99)	(48,445.81)	(7,920.25)	18.44%	(2,423.43)	5.00%
Education	29,558.62	116,419.00	89,360.28	(86,860.38)	(74.61%)	(59,801.66)	(66.92%)
Career Services	45,126.13	31,368.21	27,252.51	13,757.92	43.86%	17,873.62	65.59%
American Archivist	(23,096.90)	(23,561.23)	(17,959.70)	464.33	(1.97%)	(5,137.20)	28.60%
Archival Outlook	(47,725.30)	(39,662.61)	(48,300.52)	(8,062.69)	20.33%	575.22	(1.19%)
General & Administrative	(349,304.05)	(373,503.87)	(403,634.01)	24,199.82	(6.48%)	54,329.96	(13.46%)
Advocacy	(73,003.55)	(59,735.12)	(92,834.05)	(13,268.43)	22.21%	19,830.50	(21.36%)
Governance	(91,933.49)	(81,964.56)	(128,616.94)	(9,968.93)	12.16%	36,683.45	(28.52%)
Total Net Gain/(Loss)	<u>(6,649.06)</u>	<u>124,679.50</u>	<u>(37,026.76)</u>	<u>(131,328.56)</u>	<u>(105.33%)</u>	<u>30,377.70</u>	<u>(82.04%)</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Seven Months Ending Tuesday, January 31, 2023

	<u>Year-To-Date</u> <u>1/31/2023</u>	<u>Year-To-Date</u> <u>1/31/2022</u>	<u>Budget</u> <u>1/31/2023</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	\$585,449.85	\$575,077.78	\$582,390.91	\$10,372.07	1.80%	\$3,058.94	0.53%
Annual Meeting	636,671.00	379,370.00	709,949.00	257,301.00	67.82%	(73,278.00)	(10.32%)
Publications	92,063.89	120,890.54	134,558.98	(28,826.65)	(23.85%)	(42,495.09)	(31.58%)
Education	233,695.00	257,288.19	342,230.00	(23,593.19)	(9.17%)	(108,535.00)	(31.71%)
Career Services	72,209.65	53,919.55	52,817.30	18,290.10	33.92%	19,392.35	36.72%
American Archivist	36,465.99	38,628.08	40,350.00	(2,162.09)	(5.60%)	(3,884.01)	(9.63%)
Archival Outlook	16,882.29	17,785.66	11,919.48	(903.37)	(5.08%)	4,962.81	41.64%
General & Administrative	33,494.08	13,988.28	12,138.57	19,505.80	139.44%	21,355.51	175.93%
Advocacy			2,940.00		0.00%	(2,940.00)	(100.00%)
Total Revenues	<u>1,706,931.75</u>	<u>1,456,948.08</u>	<u>1,889,294.24</u>	<u>249,983.67</u>	<u>17.16%</u>	<u>(182,362.49)</u>	<u>(9.65%)</u>
Expenses							
Membership	97,393.01	103,429.20	113,861.87	(6,036.19)	(5.84%)	(16,468.86)	(14.46%)
Annual Meeting	570,129.12	252,749.91	592,326.56	317,379.21	125.57%	(22,197.44)	(3.75%)
Publications	142,933.13	163,839.53	183,004.79	(20,906.40)	(12.76%)	(40,071.66)	(21.90%)
Education	204,136.38	140,869.19	252,869.72	63,267.19	44.91%	(48,733.34)	(19.27%)
Career Services	27,083.52	22,551.34	25,564.79	4,532.18	20.10%	1,518.73	5.94%
American Archivist	59,562.89	62,189.31	58,309.70	(2,626.42)	(4.22%)	1,253.19	2.15%
Archival Outlook	64,607.59	57,448.27	60,220.00	7,159.32	12.46%	4,387.59	7.29%
General & Administrative	382,798.13	387,492.15	415,772.58	(4,694.02)	(1.21%)	(32,974.45)	(7.93%)
Advocacy	73,003.55	59,735.12	95,774.05	13,268.43	22.21%	(22,770.50)	(23.78%)
Governance	91,933.49	81,964.56	128,616.94	9,968.93	12.16%	(36,683.45)	(28.52%)
Total Expenses	<u>1,713,580.81</u>	<u>1,332,268.58</u>	<u>1,926,321.00</u>	<u>381,312.23</u>	<u>28.62%</u>	<u>(212,740.19)</u>	<u>(11.04%)</u>
Total Net Gain/(Loss)	<u>(6,649.06)</u>	<u>124,679.50</u>	<u>(37,026.76)</u>	<u>(131,328.56)</u>	<u>(105.33%)</u>	<u>30,377.70</u>	<u>(82.04%)</u>

Society of American Archivists
Consolidated Statement of Activities
For the Seven Months Ending Tuesday, January 31, 2023

	<u>Year-To-Date</u> <u>1/31/2023</u>	<u>Year-To-Date</u> <u>1/31/2022</u>	<u>Budget</u> <u>1/31/2023</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	\$585,449.85	\$573,829.38	\$581,448.35	\$11,620.47	2.03%	\$4,001.50	0.69%
Subscriptions & Advertising	134,602.93	111,486.29	117,453.47	23,116.64	20.73%	17,149.46	14.60%
Workshops	233,575.00	257,018.20	342,230.00	(23,443.20)	(9.12%)	(108,655.00)	(31.75%)
Annual Meeting	610,991.00	377,370.00	692,915.00	233,621.00	61.91%	(81,924.00)	(11.82%)
Publications & CD Sales	81,066.29	107,725.84	123,651.33	(26,659.55)	(24.75%)	(42,585.04)	(34.44%)
Contributions					0.00%		0.00%
Investments	33,158.46	13,043.28	12,138.57	20,115.18	154.22%	21,019.89	173.17%
Shipping, Handling, & Other	28,088.22	16,475.09	19,457.52	11,613.13	70.49%	8,630.70	44.36%
Total Income	<u>1,706,931.75</u>	<u>1,456,948.08</u>	<u>1,889,294.24</u>	<u>249,983.67</u>	<u>17.16%</u>	<u>(182,362.49)</u>	<u>(9.65%)</u>
Expenses							
Salaries, Wages, & Benefits	669,098.07	639,753.35	739,800.49	29,344.72	4.59%	(70,702.42)	(9.56%)
Office Occupancy & Utilities	69,354.62	66,944.63	71,282.35	2,409.99	3.60%	(1,927.73)	(2.70%)
Services	688,939.78	388,946.08	820,648.22	299,993.70	77.13%	(131,708.44)	(16.05%)
Supplies	12,625.06	9,628.44	4,776.56	2,996.62	31.12%	7,848.50	164.31%
Travel	26,870.88	9,000.47	75,663.25	17,870.41	198.55%	(48,792.37)	(64.49%)
Leases, Rentals, & Licenses	7,595.15	11,681.37	9,036.53	(4,086.22)	(34.98%)	(1,441.38)	(15.95%)
Taxes, Dues, & Subscriptions	29,949.58	18,412.39	19,340.00	11,537.19	62.66%	10,609.58	54.86%
Depreciation, Cost of Goods Sold & Other	209,147.67	187,901.85	185,773.60	21,245.82	11.31%	23,374.07	12.58%
Total Expenses	<u>1,713,580.81</u>	<u>1,332,268.58</u>	<u>1,926,321.00</u>	<u>381,312.23</u>	<u>28.62%</u>	<u>(212,740.19)</u>	<u>(11.04%)</u>
Net Gain or (Loss)	<u>(6,649.06)</u>	<u>124,679.50</u>	<u>(37,026.76)</u>	<u>(131,328.56)</u>	<u>(105.33%)</u>	<u>30,377.70</u>	<u>(82.04%)</u>

**Society of American Archivists
Membership and Periodicals
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$585,449.85	\$573,829.38	\$581,448.35	\$11,620.47	2.03%	\$4,001.50	0.69%
Subscriptions & Advertising	52,393.28	55,566.74	47,836.17	(3,173.46)	(5.71%)	4,557.11	9.53%
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	955.00	2,095.40	5,375.87	(1,140.40)	(54.42%)	(4,420.87)	(82.24%)
Total Income	<u>638,798.13</u>	<u>631,491.52</u>	<u>634,660.39</u>	<u>7,306.61</u>	<u>1.16%</u>	<u>4,137.74</u>	<u>0.65%</u>
Expenses							
Salaries, Wages, & Benefits	118,462.73	128,527.91	131,219.01	(10,065.18)	(7.83%)	(12,756.28)	(9.72%)
Office Occupancy & Utilities	11,831.24	13,971.46	12,435.64	(2,140.22)	(15.32%)	(604.40)	(4.86%)
Services	87,154.48	72,663.71	81,334.69	14,490.77	19.94%	5,819.79	7.16%
Supplies		754.69	1,590.27	(754.69)	(100.00%)	(1,590.27)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	1,040.13	1,450.29	1,111.96	(410.16)	(28.28%)	(71.83)	(6.46%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	2,648.70	5,698.72	4,700.00	(3,050.02)	(53.52%)	(2,051.30)	(43.64%)
Total Expenses	<u>221,563.49</u>	<u>223,066.78</u>	<u>232,391.57</u>	<u>(1,503.29)</u>	<u>(0.67%)</u>	<u>(10,828.08)</u>	<u>(4.66%)</u>
Net Gain or (Loss)	<u>417,234.64</u>	<u>408,424.74</u>	<u>402,268.82</u>	<u>8,809.90</u>	<u>2.16%</u>	<u>14,965.82</u>	<u>3.72%</u>

**Society of American Archivists
Membership
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$585,449.85	\$573,829.38	\$581,448.35	\$11,620.47	2.03%	\$4,001.50	0.69%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		1,248.40	942.56	(1,248.40)	(100.00%)	(942.56)	(100.00%)
Total Income	<u>585,449.85</u>	<u>575,077.78</u>	<u>582,390.91</u>	<u>10,372.07</u>	<u>1.80%</u>	<u>3,058.94</u>	<u>0.53%</u>
Expenses							
Salaries, Wages, & Benefits	77,174.94	81,048.32	85,406.34	(3,873.38)	(4.78%)	(8,231.40)	(9.64%)
Office Occupancy & Utilities	7,673.36	8,814.08	8,043.55	(1,140.72)	(12.94%)	(370.19)	(4.60%)
Services	8,793.13	6,198.61	13,623.26	2,594.52	41.86%	(4,830.13)	(35.46%)
Supplies		754.69	1,366.66	(754.69)	(100.00%)	(1,366.66)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	676.67	914.78	722.06	(238.11)	(26.03%)	(45.39)	(6.29%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	2,648.70	5,698.72	4,700.00	(3,050.02)	(53.52%)	(2,051.30)	(43.64%)
Total Expenses	<u>97,393.01</u>	<u>103,429.20</u>	<u>113,861.87</u>	<u>(6,036.19)</u>	<u>(5.84%)</u>	<u>(16,468.86)</u>	<u>(14.46%)</u>
Net Gain or (Loss)	<u>488,056.84</u>	<u>471,648.58</u>	<u>468,529.04</u>	<u>16,408.26</u>	<u>3.48%</u>	<u>19,527.80</u>	<u>4.17%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	52,393.28	55,566.74	47,836.17	(3,173.46)	(5.71%)	4,557.11	9.53%
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	955.00	847.00	4,433.31	108.00	12.75%	(3,478.31)	(78.46%)
Total Income	<u>53,348.28</u>	<u>56,413.74</u>	<u>52,269.48</u>	<u>(3,065.46)</u>	<u>(5.43%)</u>	<u>1,078.80</u>	<u>2.06%</u>
Expenses							
Salaries, Wages, & Benefits	41,287.79	47,479.59	45,812.67	(6,191.80)	(13.04%)	(4,524.88)	(9.88%)
Office Occupancy & Utilities	4,157.88	5,157.38	4,392.09	(999.50)	(19.38%)	(234.21)	(5.33%)
Services	78,361.35	66,465.10	67,711.43	11,896.25	17.90%	10,649.92	15.73%
Supplies			223.61		0.00%	(223.61)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	363.46	535.51	389.90	(172.05)	(32.13%)	(26.44)	(6.78%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>124,170.48</u>	<u>119,637.58</u>	<u>118,529.70</u>	<u>4,532.90</u>	<u>3.79%</u>	<u>5,640.78</u>	<u>4.76%</u>
Net Gain or (Loss)	<u>(70,822.20)</u>	<u>(63,223.84)</u>	<u>(66,260.22)</u>	<u>(7,598.36)</u>	<u>12.02%</u>	<u>(4,561.98)</u>	<u>6.88%</u>

**Society of American Archivists
American Archivist
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	36,465.99	38,556.08	36,500.00	(2,090.09)	(5.42%)	(34.01)	(0.09%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		72.00	3,850.00	(72.00)	(100.00%)	(3,850.00)	(100.00%)
Total Income	<u>36,465.99</u>	<u>38,628.08</u>	<u>40,350.00</u>	<u>(2,162.09)</u>	<u>(5.60%)</u>	<u>(3,884.01)</u>	<u>(9.63%)</u>
Expenses							
Salaries, Wages, & Benefits	19,496.43	24,837.30	21,633.53	(5,340.87)	(21.50%)	(2,137.10)	(9.88%)
Office Occupancy & Utilities	1,953.89	2,700.36	2,114.20	(746.47)	(27.64%)	(160.31)	(7.58%)
Services	37,940.94	34,371.56	34,272.09	3,569.38	10.38%	3,668.85	10.71%
Supplies			105.62		0.00%	(105.62)	(100.00%)
Travel							
Leases, Rentals, & Licenses	171.63	280.09	184.26	(108.46)	(38.72%)	(12.63)	(6.85%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>59,562.89</u>	<u>62,189.31</u>	<u>58,309.70</u>	<u>(2,626.42)</u>	<u>(4.22%)</u>	<u>1,253.19</u>	<u>2.15%</u>
Net Gain or (Loss)	<u>(23,096.90)</u>	<u>(23,561.23)</u>	<u>(17,959.70)</u>	<u>464.33</u>	<u>(1.97%)</u>	<u>(5,137.20)</u>	<u>28.60%</u>

**Society of American Archivists
Archival Outlook
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	15,927.29	17,010.66	11,336.17	(1,083.37)	(6.37%)	4,591.12	40.50%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>955.00</u>	<u>775.00</u>	<u>583.31</u>	<u>180.00</u>	<u>23.23%</u>	<u>371.69</u>	<u>63.72%</u>
Total Income	<u>16,882.29</u>	<u>17,785.66</u>	<u>11,919.48</u>	<u>(903.37)</u>	<u>(5.08%)</u>	<u>4,962.81</u>	<u>41.64%</u>
Expenses							
Salaries, Wages, & Benefits	21,791.36	22,642.29	24,179.14	(850.93)	(3.76%)	(2,387.78)	(9.88%)
Office Occupancy & Utilities	2,203.99	2,457.02	2,277.89	(253.03)	(10.30%)	(73.90)	(3.24%)
Services	40,420.41	32,093.54	33,439.34	8,326.87	25.95%	6,981.07	20.88%
Supplies			117.99		0.00%	(117.99)	(100.00%)
Travel							
Leases, Rentals, & Licenses	191.83	255.42	205.64	(63.59)	(24.90%)	(13.81)	(6.72%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>64,607.59</u>	<u>57,448.27</u>	<u>60,220.00</u>	<u>7,159.32</u>	<u>12.46%</u>	<u>4,387.59</u>	<u>7.29%</u>
Net Gain or (Loss)	<u>(47,725.30)</u>	<u>(39,662.61)</u>	<u>(48,300.52)</u>	<u>(8,062.69)</u>	<u>20.33%</u>	<u>575.22</u>	<u>(1.19%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	82,209.65	55,919.55	69,617.30	26,290.10	47.01%	12,592.35	18.09%
Workshops	233,575.00	257,018.20	342,230.00	(23,443.20)	(9.12%)	(108,655.00)	(31.75%)
Annual Meeting	610,991.00	377,370.00	692,915.00	233,621.00	61.91%	(81,924.00)	(11.82%)
Publications & CD Sales	81,066.29	107,725.84	123,651.33	(26,659.55)	(24.75%)	(42,585.04)	(34.44%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	26,797.60	13,434.69	11,141.65	13,362.91	99.47%	15,655.95	140.52%
Total Income	<u>1,034,639.54</u>	<u>811,468.28</u>	<u>1,239,555.28</u>	<u>223,171.26</u>	<u>27.50%</u>	<u>(204,915.74)</u>	<u>(16.53%)</u>
Expenses							
Salaries, Wages, & Benefits	257,462.44	190,894.12	287,406.69	66,568.32	34.87%	(29,944.25)	(10.42%)
Office Occupancy & Utilities	26,338.78	20,705.39	28,281.77	5,633.39	27.21%	(1,942.99)	(6.87%)
Services	477,072.69	215,847.05	552,055.95	261,225.64	121.02%	(74,983.26)	(13.58%)
Supplies	7,384.59	1,805.09	1,602.92	5,579.50	309.10%	5,781.67	360.70%
Travel	7,277.74	2,199.90	41,052.56	5,077.84	230.82%	(33,774.82)	(82.27%)
Leases, Rentals, & Licenses	3,989.70	3,922.95	4,355.16	66.75	1.70%	(365.46)	(8.39%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	164,756.21	144,635.47	139,010.81	20,120.74	13.91%	25,745.40	18.52%
Total Expenses	<u>944,282.15</u>	<u>580,009.97</u>	<u>1,053,765.86</u>	<u>364,272.18</u>	<u>62.80%</u>	<u>(109,483.71)</u>	<u>(10.39%)</u>
Net Gain or (Loss)	<u>90,357.39</u>	<u>231,458.31</u>	<u>185,789.42</u>	<u>(141,100.92)</u>	<u>(60.96%)</u>	<u>(95,432.03)</u>	<u>(51.37%)</u>

**Society of American Archivists
Annual Meeting
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	10,000.00	2,000.00	16,800.00	8,000.00	400.00%	(6,800.00)	(40.48%)
Workshops					0.00%		0.00%
Annual Meeting	610,991.00	377,370.00	692,915.00	233,621.00	61.91%	(81,924.00)	(11.82%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	15,680.00		234.00	15,680.00	0.00%	15,446.00	6,600.85%
Total Income	<u>636,671.00</u>	<u>379,370.00</u>	<u>709,949.00</u>	<u>257,301.00</u>	<u>67.82%</u>	<u>(73,278.00)</u>	<u>(10.32%)</u>
Expenses							
Salaries, Wages, & Benefits	49,054.02	47,517.49	54,807.65	1,536.53	3.23%	(5,753.63)	(10.50%)
Office Occupancy & Utilities	6,042.22	5,130.78	5,165.74	911.44	17.76%	876.48	16.97%
Services	364,547.73	80,786.36	400,214.75	283,761.37	351.25%	(35,667.02)	(8.91%)
Supplies	6,255.19		267.59	6,255.19	0.00%	5,987.60	2,237.60%
Travel	7,277.74	2,077.86	35,242.56	5,199.88	250.25%	(27,964.82)	(79.35%)
Leases, Rentals, & Licenses	498.92	535.88	480.62	(36.96)	(6.90%)	18.30	3.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	136,453.30	116,701.54	96,147.65	19,751.76	16.93%	40,305.65	41.92%
Total Expenses	<u>570,129.12</u>	<u>252,749.91</u>	<u>592,326.56</u>	<u>317,379.21</u>	<u>125.57%</u>	<u>(22,197.44)</u>	<u>(3.75%)</u>
Net Gain or (Loss)	<u>66,541.88</u>	<u>126,620.09</u>	<u>117,622.44</u>	<u>(60,078.21)</u>	<u>(47.45%)</u>	<u>(51,080.56)</u>	<u>(43.43%)</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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)	(100.00%)		0.00%
Workshops							
Annual Meeting		377,370.00		(377,370.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		379,370.00		(379,370.00)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		18,814.38		(18,814.38)	(100.00%)		0.00%
Office Occupancy & Utilities		1,960.30		(1,960.30)	(100.00%)		0.00%
Services		78,733.41		(78,733.41)	(100.00%)		0.00%
Supplies							
Travel		2,077.86		(2,077.86)	(100.00%)		0.00%
Leases, Rentals, & Licenses		216.73		(216.73)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		150,947.23		(150,947.23)	(100.00%)		0.00%
Total Expenses		252,749.91		(252,749.91)	(100.00%)		0.00%
Net Gain or (Loss)		126,620.09		(126,620.09)	(100.00%)		0.00%

**Society of American Archivists
Annual Meeting - Boston 2022
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	10,000.00		16,800.00	10,000.00	0.00%	(6,800.00)	(40.48%)
Workshops							
Annual Meeting	610,991.00		692,915.00	610,991.00	0.00%	(81,924.00)	(11.82%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	15,680.00		234.00	15,680.00	0.00%	15,446.00	6,600.85%
Total Income	<u>636,671.00</u>		<u>709,949.00</u>	<u>636,671.00</u>	<u>0.00%</u>	<u>(73,278.00)</u>	<u>(10.32%)</u>
Expenses							
Salaries, Wages, & Benefits	31,477.66	28,703.11	35,658.05	2,774.55	9.67%	(4,180.39)	(11.72%)
Office Occupancy & Utilities	4,935.88	3,170.48	3,378.78	1,765.40	55.68%	1,557.10	46.08%
Services	358,812.93	2,052.95	398,821.58	356,759.98	17,377.92%	(40,008.65)	(10.03%)
Supplies	6,255.19		175.02	6,255.19	0.00%	6,080.17	3,473.99%
Travel	7,277.74		35,242.56	7,277.74	0.00%	(27,964.82)	(79.35%)
Leases, Rentals, & Licenses	398.85	319.15	333.99	79.70	24.97%	64.86	19.42%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	160,970.87	(34,245.69)	118,716.63	195,216.56	(570.05%)	42,254.24	35.59%
Total Expenses	<u>570,129.12</u>		<u>592,326.61</u>	<u>570,129.12</u>	<u>0.00%</u>	<u>(22,197.49)</u>	<u>(3.75%)</u>
Net Gain or (Loss)	<u>66,541.88</u>		<u>117,622.39</u>	<u>66,541.88</u>	<u>0.00%</u>	<u>(51,080.51)</u>	<u>(43.43%)</u>

**Society of American Archivists
Annual Meeting - Washington 2023
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	17,576.36		19,149.60	17,576.36	0.00%	(1,573.24)	(8.22%)
Office Occupancy & Utilities	1,106.34		1,786.96	1,106.34	0.00%	(680.62)	(38.09%)
Services	5,734.80		1,393.17	5,734.80	0.00%	4,341.63	311.64%
Supplies			92.57		0.00%	(92.57)	(100.00%)
Travel							
Leases, Rentals, & Licenses	100.07		146.63	100.07	0.00%	(46.56)	(31.75%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(24,517.57)		(22,568.98)	(24,517.57)	0.00%	(1,948.59)	8.63%
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 Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	81,066.29	107,725.84	123,651.33	(26,659.55)	(24.75%)	(42,585.04)	(34.44%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>10,997.60</u>	<u>13,164.70</u>	<u>10,907.65</u>	<u>(2,167.10)</u>	<u>(16.46%)</u>	<u>89.95</u>	<u>0.82%</u>
Total Income	<u>92,063.89</u>	<u>120,890.54</u>	<u>134,558.98</u>	<u>(28,826.65)</u>	<u>(23.85%)</u>	<u>(42,495.09)</u>	<u>(31.58%)</u>
Expenses							
Salaries, Wages, & Benefits	56,392.55	61,557.86	62,531.10	(5,165.31)	(8.39%)	(6,138.55)	(9.82%)
Office Occupancy & Utilities	5,760.22	6,685.55	5,891.01	(925.33)	(13.84%)	(130.79)	(2.22%)
Services	49,630.82	63,144.27	68,992.25	(13,513.45)	(21.40%)	(19,361.43)	(28.06%)
Supplies	575.00	1,805.09	305.17	(1,230.09)	(68.15%)	269.83	88.42%
Travel		249.00		(249.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,271.63	2,463.83	2,422.10	(192.20)	(7.80%)	(150.47)	(6.21%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>28,302.91</u>	<u>27,933.93</u>	<u>42,863.16</u>	<u>368.98</u>	<u>1.32%</u>	<u>(14,560.25)</u>	<u>(33.97%)</u>
Total Expenses	<u>142,933.13</u>	<u>163,839.53</u>	<u>183,004.79</u>	<u>(20,906.40)</u>	<u>(12.76%)</u>	<u>(40,071.66)</u>	<u>(21.90%)</u>
Net Gain or (Loss)	<u>(50,869.24)</u>	<u>(42,948.99)</u>	<u>(48,445.81)</u>	<u>(7,920.25)</u>	<u>18.44%</u>	<u>(2,423.43)</u>	<u>5.00%</u>

**Society of American Archivists
Education
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	233,575.00	257,018.20	342,230.00	(23,443.20)	(9.12%)	(108,655.00)	(31.75%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	120.00	269.99		(149.99)	(55.55%)	120.00	0.00%
Total Income	<u>233,695.00</u>	<u>257,288.19</u>	<u>342,230.00</u>	<u>(23,593.19)</u>	<u>(9.17%)</u>	<u>(108,535.00)</u>	<u>(31.71%)</u>
Expenses							
Salaries, Wages, & Benefits	147,525.72	77,049.82	165,078.33	70,475.90	91.47%	(17,552.61)	(10.63%)
Office Occupancy & Utilities	14,036.73	8,374.48	16,754.41	5,662.25	67.61%	(2,717.68)	(16.22%)
Services	40,841.48	54,702.29	64,622.36	(13,860.81)	(25.34%)	(23,780.88)	(36.80%)
Supplies	554.40		1,005.76	554.40	0.00%	(451.36)	(44.88%)
Travel		(126.96)	4,000.00	126.96	(100.00%)	(4,000.00)	(100.00%)
Leases, Rentals, & Licenses	1,178.05	869.56	1,408.86	308.49	35.48%	(230.81)	(16.38%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>204,136.38</u>	<u>140,869.19</u>	<u>252,869.72</u>	<u>63,267.19</u>	<u>44.91%</u>	<u>(48,733.34)</u>	<u>(19.27%)</u>
Net Gain or (Loss)	<u>29,558.62</u>	<u>116,419.00</u>	<u>89,360.28</u>	<u>(86,860.38)</u>	<u>(74.61%)</u>	<u>(59,801.66)</u>	<u>(66.92%)</u>

**Society of American Archivists
Career Services
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	72,209.65	53,919.55	52,817.30	18,290.10	33.92%	19,392.35	36.72%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>72,209.65</u>	<u>53,919.55</u>	<u>52,817.30</u>	<u>18,290.10</u>	<u>33.92%</u>	<u>19,392.35</u>	<u>36.72%</u>
Expenses							
Salaries, Wages, & Benefits	4,490.15	4,768.95	4,989.61	(278.80)	(5.85%)	(499.46)	(10.01%)
Office Occupancy & Utilities	499.61	514.58	470.61	(14.97)	(2.91%)	29.00	6.16%
Services	22,052.66	17,214.13	18,226.59	4,838.53	28.11%	3,826.07	20.99%
Supplies			24.40		0.00%	(24.40)	(100.00%)
Travel			1,810.00		0.00%	(1,810.00)	(100.00%)
Leases, Rentals, & Licenses	41.10	53.68	43.58	(12.58)	(23.44%)	(2.48)	(5.69%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>27,083.52</u>	<u>22,551.34</u>	<u>25,564.79</u>	<u>4,532.18</u>	<u>20.10%</u>	<u>1,518.73</u>	<u>5.94%</u>
Net Gain or (Loss)	<u>45,126.13</u>	<u>31,368.21</u>	<u>27,252.51</u>	<u>13,757.92</u>	<u>43.86%</u>	<u>17,873.62</u>	<u>65.59%</u>

**Society of American Archivists
Operational Expense Centers
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	33,158.46	13,043.28	12,138.57	20,115.18	154.22%	21,019.89	173.17%
Shipping, Handling, & Other	335.62	945.00	2,940.00	(609.38)	(64.48%)	(2,604.38)	(88.58%)
Total Income	<u>33,494.08</u>	<u>13,988.28</u>	<u>15,078.57</u>	<u>19,505.80</u>	<u>139.44%</u>	<u>18,415.51</u>	<u>122.13%</u>
Expenses							
Salaries, Wages, & Benefits	293,172.90	320,331.32	321,174.79	(27,158.42)	(8.48%)	(28,001.89)	(8.72%)
Office Occupancy & Utilities	31,184.60	32,267.78	30,564.94	(1,083.18)	(3.36%)	619.66	2.03%
Services	124,712.61	100,435.32	187,257.58	24,277.29	24.17%	(62,544.97)	(33.40%)
Supplies	5,240.47	7,068.66	1,583.37	(1,828.19)	(25.86%)	3,657.10	230.97%
Travel	19,166.93	6,800.57	34,610.69	12,366.36	181.84%	(15,443.76)	(44.62%)
Leases, Rentals, & Licenses	2,565.32	6,308.13	3,569.41	(3,742.81)	(59.33%)	(1,004.09)	(28.13%)
Taxes, Dues, & Subscriptions	29,949.58	18,412.39	19,340.00	11,537.19	62.66%	10,609.58	54.86%
Depreciation, Cost of Goods Sold & Other	41,742.76	37,567.66	42,062.79	4,175.10	11.11%	(320.03)	(0.76%)
Total Expenses	<u>547,735.17</u>	<u>529,191.83</u>	<u>640,163.57</u>	<u>18,543.34</u>	<u>3.50%</u>	<u>(92,428.40)</u>	<u>(14.44%)</u>
Net Gain or (Loss)	<u>(514,241.09)</u>	<u>(515,203.55)</u>	<u>(625,085.00)</u>	<u>962.46</u>	<u>(0.19%)</u>	<u>110,843.91</u>	<u>(17.73%)</u>

**Society of American Archivists
General & Administrative
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	33,158.46	13,043.28	12,138.57	20,115.18	154.22%	21,019.89	173.17%
Shipping, Handling, & Other	335.62	945.00		(609.38)	(64.48%)	335.62	0.00%
Total Income	<u>33,494.08</u>	<u>13,988.28</u>	<u>12,138.57</u>	<u>19,505.80</u>	<u>139.44%</u>	<u>21,355.51</u>	<u>175.93%</u>
Expenses							
Salaries, Wages, & Benefits	175,180.41	217,224.87	189,838.68	(42,044.46)	(19.36%)	(14,658.27)	(7.72%)
Office Occupancy & Utilities	19,338.74	21,043.82	18,189.10	(1,705.08)	(8.10%)	1,149.64	6.32%
Services	107,560.64	86,318.87	150,744.43	21,241.77	24.61%	(43,183.79)	(28.65%)
Supplies	5,240.47	7,068.66	942.25	(1,828.19)	(25.86%)	4,298.22	456.17%
Travel	13,452.90	4,711.39	3,546.69	8,741.51	185.54%	9,906.21	279.31%
Leases, Rentals, & Licenses	1,546.21	5,144.49	2,448.64	(3,598.28)	(69.94%)	(902.43)	(36.85%)
Taxes, Dues, & Subscriptions	18,736.00	8,412.39	8,000.00	10,323.61	122.72%	10,736.00	134.20%
Depreciation, Cost of Goods Sold & Other	41,742.76	37,567.66	42,062.79	4,175.10	11.11%	(320.03)	(0.76%)
Total Expenses	<u>382,798.13</u>	<u>387,492.15</u>	<u>415,772.58</u>	<u>(4,694.02)</u>	<u>(1.21%)</u>	<u>(32,974.45)</u>	<u>(7.93%)</u>
Net Gain or (Loss)	<u>(349,304.05)</u>	<u>(373,503.87)</u>	<u>(403,634.01)</u>	<u>24,199.82</u>	<u>(6.48%)</u>	<u>54,329.96</u>	<u>(13.46%)</u>

**Society of American Archivists
Governance
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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	67,877.96	63,517.42	75,525.82	4,360.54	6.87%	(7,647.86)	(10.13%)
Office Occupancy & Utilities	6,987.00	6,925.84	7,116.96	61.16	0.88%	(129.96)	(1.83%)
Services	13,325.98	8,715.16	18,875.62	4,610.82	52.91%	(5,549.64)	(29.40%)
Supplies			368.70		0.00%	(368.70)	(100.00%)
Travel	2,528.11	2,089.18	25,344.00	438.93	21.01%	(22,815.89)	(90.02%)
Leases, Rentals, & Licenses	600.86	716.96	645.84	(116.10)	(16.19%)	(44.98)	(6.96%)
Taxes, Dues, & Subscriptions	613.58		740.00	613.58	0.00%	(126.42)	(17.08%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	91,933.49	81,964.56	128,616.94	9,968.93	12.16%	(36,683.45)	(28.52%)
Net Gain or (Loss)	(91,933.49)	(81,964.56)	(128,616.94)	(9,968.93)	12.16%	36,683.45	(28.52%)

**Society of American Archivists
Advocacy
For the Seven Months Ending Tuesday, January 31, 2023**

	<u>Year-To-Date 1/31/2023</u>	<u>Year-To-Date 1/31/2022</u>	<u>Budget 1/31/2023</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			2,940.00		0.00%	(2,940.00)	(100.00%)
Total Income			<u>2,940.00</u>		<u>0.00%</u>	<u>(2,940.00)</u>	<u>(100.00%)</u>
Expenses							
Salaries, Wages, & Benefits	50,114.53	39,589.03	55,810.29	10,525.50	26.59%	(5,695.76)	(10.21%)
Office Occupancy & Utilities	4,858.86	4,298.12	5,258.88	560.74	13.05%	(400.02)	(7.61%)
Services	3,825.99	5,401.29	17,637.53	(1,575.30)	(29.17%)	(13,811.54)	(78.31%)
Supplies			272.42		0.00%	(272.42)	(100.00%)
Travel	3,185.92		5,720.00	3,185.92	0.00%	(2,534.08)	(44.30%)
Leases, Rentals, & Licenses	418.25	446.68	474.93	(28.43)	(6.36%)	(56.68)	(11.93%)
Taxes, Dues, & Subscriptions	10,600.00	10,000.00	10,600.00	600.00	6.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>73,003.55</u>	<u>59,735.12</u>	<u>95,774.05</u>	<u>13,268.43</u>	<u>22.21%</u>	<u>(22,770.50)</u>	<u>(23.78%)</u>
Net Gain or (Loss)	<u>(73,003.55)</u>	<u>(59,735.12)</u>	<u>(92,834.05)</u>	<u>(13,268.43)</u>	<u>22.21%</u>	<u>19,830.50</u>	<u>(21.36%)</u>