

**Society of American Archivists
Council Meeting
August 1, 2016
Hilton Atlanta, Atlanta, Georgia**

**Treasurer's Report
FY 2016 Financial Review (Preliminary Close)
(Prepared by Treasurer Cheryl Stadel-Bevans and
Finance/Administration Director Peter Carlson)**

Note Re: June 2016 Financials

Due to the early date of the 2016 Joint Annual Meeting, the closing of our fiscal year is in progress as of the first posting and audit work will just be underway as we convene in Atlanta. As a result, we will not present audited financial statements during the meeting in Atlanta. Instead, internal financial statements as of June 30 (a preliminary close) will be included in the second posting or distributed onsite. For the Annual Business (Membership) Meeting, we will present the same consolidated income statement as in past years.

Note Re: Distribution of FY 2016 Net Gains

Per a motion adopted at the May 28-30, 2015, Council meeting (see below), the net gains realized in FY 2016 have been distributed to the Council-designated reserve for technology.

MOTION 4

THAT the FY 2016 Proposed Budget of \$2,752,778 in revenues, \$2,733,902 in expenses, and a net gain of \$18,876 be adopted, and

THAT any net gain realized in FY 2016 be used to fund a Council-designated reserve for technology.

Support Statement: The FY 2016 budget represents a realistic work plan for the Society that places appropriate emphasis on maintaining operations at a sustainable level while addressing SAA's strategic priorities. The organization's ability to succeed in key areas of advocacy and public awareness, education, knowledge dissemination, and member services is highly dependent on staying current with communication technology and information management systems. Unlike most other strategic priorities, large technology investments cannot be accommodated within normal operating budgets. The FY16 budget projects a modest net gain that allows staff to plan appropriately to meet member service expectations.

Impact on Strategic Priorities: Planning for a contribution to a Council-designated reserve for technology will enable SAA to address a critical component of Strategic Plan Goal 4: Meeting Members' Needs.

Move: Duffy

Second: Pyatt

Vote: PASSED (unanimous)

**Society of American Archivists
Council Meeting
August 1, 2016
Hilton Atlanta, Atlanta, Georgia**

**Treasurer's Report: June Year-to-Date Financial Statements and
Preliminary Close FY 2016**

(Prepared by Director of Finance and Administration Peter Carlson)

Overview

For the 12 months ending June 30, 2016, SAA posted a net gain of \$188,977. This represents a favorable variance of 874.55%, as the budgeted gain for FY 2016 was \$19,391. Total revenues were under budget (\$116,606 or 4.24%) and total expenses were well under budget (\$286,192 or 10.49%). Revenues were significantly lower (\$284,243 or 9.75%) than at the same time last year due to the comparison with the record-breaking 2014 Joint Annual Meeting in Washington, DC. Education revenue rebounded from the fall slowdown in bookings but missed budget by 24.33%. Publication revenue was lower than last year and budget by \$22,927 (10.42%) and \$61,247 (23.71%), respectively. Total expenses were lower than last year by \$229,803 (8.60%). This favorable expense variance reflects salary and benefits savings due to temporary staff vacancies, cancellation of several consulting engagements, and lower costs as a result of fewer workshops.

Balance Sheet

Cash and Investments balances exceeded last year by \$354,697 (25.40%). Total deferred revenues exceeded last year by \$49,906 (4.92%), though notably Exhibitor and Sponsors deferred revenues were down by 15.68% and 37.88%, respectively. Education deferred revenues were ahead of the same time last year, by 2.71%, while Membership deferred revenues were slightly higher (\$5,536 or 1.11%). Actual Membership numbers declined slightly from May figures.

Income Statement

For the 12 months ending June 30, SAA posted a net gain of \$188,977. This performance is \$54,440 (22.37%) lower than last year and \$169,586 (874.55%) better than budget. This strong performance resulted from a very successful Annual Meeting in Cleveland and continued steady performance in Membership. Publications revenue fell short of last year and budget by \$22,927 (10.42%) and \$61,247 (23.71%), respectively. Education revenue fell short of last year by \$62,814 (10.08%) and fell short of budget by \$180,081 (24.33%). Expenses were at or under budget in all cost centers except one (Career Services), with total expenses lower than last year and budget by \$229,803 (8.60%) and \$286,192 (10.49%), respectively.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 1.29% and 3.85%, respectively, while membership levels declined slightly compared with last year at this time. Deferred Revenues have moved ahead of last year slightly (\$5,536 or 1.11%). Total expenses were flat compared with last year at this time and 9.82% lower than budget. Membership's net gain of \$822,343 was better than last year and budget by 1.12% and 5.46%, respectively.
- **Periodicals:** The Journal's net loss as of June 30 was \$47,926, 27.91% greater than last year and better (18.04%) than the budgeted net loss of \$58,474. As of June 30, *Archival Outlook* advertising revenues remained behind last year by \$8,497 (27.6%) and consistent with our budget estimate (\$274.60 or 1.25% better). Overall *Archival Outlook* revenues were better than budget by \$2,185 or 8.95%. Across both periodicals, total expenses of \$302,930 were 3.96% lower than budget. As of June, the \$170,670 net loss in Periodicals was greater than last year by \$40,692 (31.31%) and better than budget by \$11,516 (6.32%).
- **Annual Meeting:** As of June, Annual Meeting (Cleveland) revenues were ahead of budget by \$63,802 (9.64%) and behind last year by \$219,566 (23.24%) due to the much smaller venue. As anticipated, expenses for the Annual Meeting were lower than last year and budget by \$143,002 (22.62%) and \$3,133.23 (0.64%). The net gain as of June 30 was \$236,109, which is \$66,140 (36.50%) ahead of budget.
- **Publications:** Total revenues fell short of last year and budget by \$22,927 (10.42%) and \$61,247 (23.71%), respectively. Weak book sales through much of the fiscal year contributed to a net loss of \$53,715 as of June 30, which was \$3,090 (6.10%) greater than last year and \$45,001 (516.43%) greater than budget.
- **Education:** Total revenues for the 12 months ending June 30 were short of last year and budget by \$62,814 (10.08%) and \$180,081 (24.33%), respectively. The net gain for the year ending June 30 was \$77,690, or 17.82% lower than last year at this time and \$28,032 (26.51%) behind budget. Careful expense management helped to offset declines in revenues, as total expenses were lower than last year and budget by \$45,971 (8.70%) and \$152,050 (23.96%), respectively.
- **Career Services:** The Net Gain for Career Services as of June 30 was \$51,714 (26.15%) ahead of last year and better than budget by \$15,093 (41.21%). Expenses exceeded last year and budget by 20.73% and 27.49%, respectively, consistent with the profit-sharing model of this service.
- **G&A:** Total expenses were \$47,808 (9.19%) lower than last year and \$52,957 (10.08%) lower than budget.
- **Governance:** Total expenses were \$3,600 (1.92%) less than in FY15 and \$9,000 (4.65%) less than budget, in part due to the decision not to hire a facilitator for the November Council meeting.
- **Advocacy:** Total expenses were \$47,424 (28.58%) under budget due to the timing of work with public relations counsel. As expected, this program came in under budget as activities involving PR counsel have been deferred at this time.

Society of American Archivists
Balance Sheet - Operations
June 30, 2016

	<u>Fiscal 2016</u>	<u>Fiscal 2015</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,751,184.36	\$1,396,487.30	\$354,697.06	25.40%
Accounts Receivable	19,323.78	35,787.87	(16,464.09)	(46.00%)
Equipment	42,548.48	44,109.38	(1,560.90)	(3.54%)
Deposits	10,617.55	29,307.00	(18,689.45)	(63.77%)
Inventory	93,254.50	84,677.61	8,576.89	10.13%
Prepaid Expenses	202,642.03	289,532.10	(86,890.07)	(30.01%)
Due From Foundation	384,703.68	423,619.39	(38,915.71)	(9.19%)
Cash Clearing	828.33		828.33	(100.00%)
Total Assets	<u><u>2,505,102.71</u></u>	<u><u>2,303,520.65</u></u>	<u><u>201,582.06</u></u>	<u><u>8.75%</u></u>
Liabilities				
Accounts Payable	40,166.08	68,053.98	(27,887.90)	(40.98%)
Salaries and Wages Payable	49,023.47	41,272.04	7,751.43	18.78%
Deferred Revenues				
Annual Meeting	371,918.00	292,197.22	79,720.78	27.28%
Subscriptions	49,220.25	50,849.00	(1,628.75)	(3.20%)
Membership	505,408.59	499,872.54	5,536.05	1.11%
Education	17,627.75	17,162.00	465.75	2.71%
Sponsors	23,099.00	37,182.00	(14,083.00)	(37.88%)
Advertising	9,230.00	13,600.00	(4,370.00)	(32.13%)
Exhibitors	86,290.00	102,340.00	(16,050.00)	(15.68%)
Consultants	1,482.88	1,168.20	314.68	26.94%
Total Deferred Revenues	1,064,276.47	1,014,370.96	49,905.51	4.92%
Due to Council-Directed Funds	439,497.11	196,078.11	243,419.00	124.14%
Due To Foundation	12,685.93	25,942.93	(13,257.00)	(51.10%)
Deferred Rent	6,185.90	10,092.86	(3,906.96)	(38.71%)
Total Liabilities	<u><u>1,611,834.96</u></u>	<u><u>1,355,810.88</u></u>	<u><u>256,024.08</u></u>	<u><u>18.88%</u></u>
Net Assets				
Fund Balance	704,290.77	704,292.42	(1.65)	0.00%
Net Gain or Loss	188,976.98	243,417.35	(54,440.37)	(22.37%)
Total Net Assets	<u><u>893,267.75</u></u>	<u><u>947,709.77</u></u>	<u><u>(54,442.02)</u></u>	<u><u>(5.74%)</u></u>
Total Liabilities and Net Assets	<u><u>2,505,102.71</u></u>	<u><u>2,303,520.65</u></u>	<u><u>201,582.06</u></u>	<u><u>8.75%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	\$822,342.85	\$813,257.56	\$779,747.68	\$9,085.29	1.12%	\$42,595.17	5.46%
Annual Meeting	236,109.06	312,673.29	172,968.83	(76,564.23)	(24.49%)	63,140.23	36.50%
Publications	(53,715.04)	(50,624.76)	(8,713.88)	(3,090.28)	6.10%	(45,001.16)	516.43%
Education	77,690.05	94,532.69	105,721.87	(16,842.64)	(17.82%)	(28,031.82)	(26.51%)
Career Services	51,714.29	40,993.23	36,621.21	10,721.06	26.15%	15,093.08	41.21%
American Archivist	(47,926.37)	(37,470.15)	(58,473.82)	(10,456.22)	27.91%	10,547.45	(18.04%)
Archival Outlook	(122,743.38)	(92,507.13)	(123,711.48)	(30,236.25)	32.69%	968.10	(0.78%)
General & Administrative	(472,542.94)	(520,350.77)	(525,502.60)	47,807.83	(9.19%)	52,959.66	(10.08%)
Advocacy	(117,603.36)	(129,137.63)	(165,918.40)	11,534.27	(8.93%)	48,315.04	(29.12%)
Governance	(184,348.18)	(187,948.98)	(193,348.19)	3,600.80	(1.92%)	9,000.01	(4.65%)
Total Net Gain/(Loss)	<u>188,976.98</u>	<u>243,417.35</u>	<u>19,391.22</u>	<u>(54,440.37)</u>	<u>(22.37%)</u>	<u>169,585.76</u>	<u>874.55%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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>
Revenues							
Membership	\$921,823.15	\$912,176.73	\$890,064.66	\$9,646.42	1.06%	\$31,758.49	3.57%
Annual Meeting	725,318.85	944,884.59	661,517.05	(219,565.74)	(23.24%)	63,801.80	9.64%
Publications	197,122.44	220,049.14	258,369.46	(22,926.70)	(10.42%)	(61,247.02)	(23.71%)
Education	560,139.61	622,953.36	740,221.00	(62,813.75)	(10.08%)	(180,081.39)	(24.33%)
Career Services	83,776.87	67,550.35	61,770.00	16,226.52	24.02%	22,006.87	35.63%
American Archivist	105,666.71	110,455.45	108,832.69	(4,788.74)	(4.34%)	(3,165.98)	(2.91%)
Archival Outlook	26,593.20	33,747.00	24,408.60	(7,153.80)	(21.20%)	2,184.60	8.95%
General & Administrative	10,440.60	4,198.70	3,195.00	6,241.90	148.66%	7,245.60	226.78%
Advocacy	890.56			890.56	0.00%	890.56	0.00%
Governance							
Total Revenues	<u>2,631,771.99</u>	<u>2,916,015.32</u>	<u>2,748,378.46</u>	<u>(284,243.33)</u>	<u>(9.75%)</u>	<u>(116,606.47)</u>	<u>(4.24%)</u>
Expenses							
Membership	99,480.30	98,919.17	110,316.98	561.13	0.57%	(10,836.68)	(9.82%)
Annual Meeting	489,209.79	632,211.30	488,548.22	(143,001.51)	(22.62%)	661.57	0.14%
Publications	250,837.48	270,673.90	267,083.34	(19,836.42)	(7.33%)	(16,245.86)	(6.08%)
Education	482,449.56	528,420.67	634,499.13	(45,971.11)	(8.70%)	(152,049.57)	(23.96%)
Career Services	32,062.58	26,557.12	25,148.79	5,505.46	20.73%	6,913.79	27.49%
American Archivist	153,593.08	147,925.60	167,306.51	5,667.48	3.83%	(13,713.43)	(8.20%)
Archival Outlook	149,336.58	126,254.13	148,120.08	23,082.45	18.28%	1,216.50	0.82%
General & Administrative	482,983.54	524,549.47	528,697.60	(41,565.93)	(7.92%)	(45,714.06)	(8.65%)
Advocacy	118,493.92	129,137.63	165,918.40	(10,643.71)	(8.24%)	(47,424.48)	(28.58%)
Governance	184,348.18	187,948.98	193,348.19	(3,600.80)	(1.92%)	(9,000.01)	(4.65%)
Total Expenses	<u>2,442,795.01</u>	<u>2,672,597.97</u>	<u>2,728,987.24</u>	<u>(229,802.96)</u>	<u>(8.60%)</u>	<u>(286,192.23)</u>	<u>(10.49%)</u>
Total Net Gain/(Loss)	<u>188,976.98</u>	<u>243,417.35</u>	<u>19,391.22</u>	<u>(54,440.37)</u>	<u>(22.37%)</u>	<u>169,585.76</u>	<u>874.55%</u>

**Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	\$920,772.95	\$909,070.73	\$886,620.66	\$11,702.22	1.29%	\$34,152.29	3.85%
Subscriptions & Advertising	220,476.24	216,360.35	204,711.28	4,115.89	1.90%	15,764.96	7.70%
Workshops	557,422.19	583,181.36	733,441.00	(25,759.17)	(4.42%)	(176,018.81)	(24.00%)
Annual Meeting	711,318.85	918,501.16	647,567.05	(207,182.31)	(22.56%)	63,751.80	9.84%
Publications & CD Sales	169,160.72	186,583.37	228,162.93	(17,422.65)	(9.34%)	(59,002.21)	(25.86%)
Contributions					0.00%		0.00%
Investments	8,505.10	3,039.88	3,195.00	5,465.22	179.78%	5,310.10	166.20%
Shipping, Handling, & Other	44,115.94	99,278.47	44,680.54	(55,162.53)	(55.56%)	(564.60)	(1.26%)
Total Income	<u>2,631,771.99</u>	<u>2,916,015.32</u>	<u>2,748,378.46</u>	<u>(284,243.33)</u>	<u>(9.75%)</u>	<u>(116,606.47)</u>	<u>(4.24%)</u>
Expenses							
Salaries, Wages, & Benefits	997,248.30	1,010,883.12	1,039,363.19	(13,634.82)	(1.35%)	(42,114.89)	(4.05%)
Office Occupancy & Utilities	101,300.73	110,187.89	104,142.61	(8,887.16)	(8.07%)	(2,841.88)	(2.73%)
Services	951,535.68	1,199,868.27	1,098,490.19	(248,332.59)	(20.70%)	(146,954.51)	(13.38%)
Supplies	23,313.54	16,945.51	17,717.12	6,368.03	37.58%	5,596.42	31.59%
Travel	168,029.67	196,297.32	238,835.01	(28,267.65)	(14.40%)	(70,805.34)	(29.65%)
Leases, Rentals, & Licenses	40,053.35	34,185.74	48,450.67	5,867.61	17.16%	(8,397.32)	(17.33%)
Taxes, Dues, & Subscriptions	33,726.68	65,482.38	27,142.00	(31,755.70)	(48.50%)	6,584.68	24.26%
Depreciation, Cost of Goods Sold & Other	127,587.06	38,747.74	154,846.45	88,839.32	229.28%	(27,259.39)	(17.60%)
Total Expenses	<u>2,442,795.01</u>	<u>2,672,597.97</u>	<u>2,728,987.24</u>	<u>(229,802.96)</u>	<u>(8.60%)</u>	<u>(286,192.23)</u>	<u>(10.49%)</u>
Net Gain or (Loss)	<u>188,976.98</u>	<u>243,417.35</u>	<u>19,391.22</u>	<u>(54,440.37)</u>	<u>(22.37%)</u>	<u>169,585.76</u>	<u>874.55%</u>

**Society of American Archivists
Membership and Periodicals
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	\$920,772.95	\$909,070.73	\$886,620.66	\$11,702.22	1.29%	\$34,152.29	3.85%
Subscriptions & Advertising	120,606.95	134,500.00	124,341.28	(13,893.05)	(10.33%)	(3,734.33)	(3.00%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	12,703.16	12,808.45	12,344.01	(105.29)	(0.82%)	359.15	2.91%
Total Income	<u>1,054,083.06</u>	<u>1,056,379.18</u>	<u>1,023,305.95</u>	<u>(2,296.12)</u>	<u>(0.22%)</u>	<u>30,777.11</u>	<u>3.01%</u>
Expenses							
Salaries, Wages, & Benefits	155,132.56	156,424.70	163,642.10	(1,292.14)	(0.83%)	(8,509.54)	(5.20%)
Office Occupancy & Utilities	15,494.09	15,342.23	16,188.03	151.86	0.99%	(693.94)	(4.29%)
Services	221,606.11	194,888.84	228,129.10	26,717.27	13.71%	(6,522.99)	(2.86%)
Supplies	7,341.28	1,579.35	2,710.96	5,761.93	364.83%	4,630.32	170.80%
Travel	476.03	99.00	150.00	377.03	380.84%	326.03	217.35%
Leases, Rentals, & Licenses	2,359.89	2,038.93	4,428.38	320.96	15.74%	(2,068.49)	(46.71%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other		2,478.35	10,000.00	(2,478.35)	(100.00%)	(10,000.00)	(100.00%)
Total Expenses	<u>402,409.96</u>	<u>373,098.90</u>	<u>425,743.57</u>	<u>29,311.06</u>	<u>7.86%</u>	<u>(23,333.61)</u>	<u>(5.48%)</u>
Net Gain or (Loss)	<u>651,673.10</u>	<u>683,280.28</u>	<u>597,562.38</u>	<u>(31,607.18)</u>	<u>(4.63%)</u>	<u>54,110.72</u>	<u>9.06%</u>

Society of American Archivists
Membership
For the Twelve Months Ending June 30, 2016

	Year-To-Date 6/30/2016	Year-To-Date 6/30/2015	Budget 6/30/2016	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$920,772.95	\$909,070.73	\$886,620.66	\$11,702.22	1.29%	\$34,152.29	3.85%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,050.20</u>	<u>3,106.00</u>	<u>3,444.00</u>	<u>(2,055.80)</u>	<u>(66.19%)</u>	<u>(2,393.80)</u>	<u>(69.51%)</u>
Total Income	<u>921,823.15</u>	<u>912,176.73</u>	<u>890,064.66</u>	<u>9,646.42</u>	<u>1.06%</u>	<u>31,758.49</u>	<u>3.57%</u>
Expenses							
Salaries, Wages, & Benefits	75,690.33	77,339.00	79,778.32	(1,648.67)	(2.13%)	(4,087.99)	(5.12%)
Office Occupancy & Utilities	7,556.62	7,216.90	7,887.54	339.72	4.71%	(330.92)	(4.20%)
Services	7,614.45	9,673.35	8,409.14	(2,058.90)	(21.28%)	(794.69)	(9.45%)
Supplies	7,190.29	1,284.89	2,084.71	5,905.40	459.60%	5,105.58	244.91%
Travel	288.93			288.93	0.00%	288.93	0.00%
Leases, Rentals, & Licenses	1,139.68	926.68	2,157.27	213.00	22.99%	(1,017.59)	(47.17%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		<u>2,478.35</u>	<u>10,000.00</u>	<u>(2,478.35)</u>	<u>(100.00%)</u>	<u>(10,000.00)</u>	<u>(100.00%)</u>
Total Expenses	<u>99,480.30</u>	<u>98,919.17</u>	<u>110,316.98</u>	<u>561.13</u>	<u>0.57%</u>	<u>(10,836.68)</u>	<u>(9.82%)</u>
Net Gain or (Loss)	<u>822,342.85</u>	<u>813,257.56</u>	<u>779,747.68</u>	<u>9,085.29</u>	<u>1.12%</u>	<u>42,595.17</u>	<u>5.46%</u>

Society of American Archivists
 Periodicals (AA & AO)
 For the Twelve Months Ending June 30, 2016

	Year-To-Date 6/30/2016	Year-To-Date 6/30/2015	Budget 6/30/2016	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	120,606.95	134,500.00	124,341.28	(13,893.05)	(10.33%)	(3,734.33)	(3.00%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	11,652.96	9,702.45	8,900.01	1,950.51	20.10%	2,752.95	30.93%
Total Income	<u>132,259.91</u>	<u>144,202.45</u>	<u>133,241.29</u>	<u>(11,942.54)</u>	<u>(8.28%)</u>	<u>(981.38)</u>	<u>(0.74%)</u>
Expenses							
Salaries, Wages, & Benefits	79,442.23	79,085.70	83,863.78	356.53	0.45%	(4,421.55)	(5.27%)
Office Occupancy & Utilities	7,937.47	8,125.33	8,300.49	(187.86)	(2.31%)	(363.02)	(4.37%)
Services	213,991.66	185,215.49	219,719.96	28,776.17	15.54%	(5,728.30)	(2.61%)
Supplies	150.99	294.46	626.25	(143.47)	(48.72%)	(475.26)	(75.89%)
Travel	187.10	99.00	150.00	88.10	88.99%	37.10	24.73%
Leases, Rentals, & Licenses	1,220.21	1,112.25	2,271.11	107.96	9.71%	(1,050.90)	(46.27%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>302,929.66</u>	<u>274,179.73</u>	<u>315,426.59</u>	<u>28,749.93</u>	<u>10.49%</u>	<u>(12,496.93)</u>	<u>(3.96%)</u>
Net Gain or (Loss)	<u>(170,669.75)</u>	<u>(129,977.28)</u>	<u>(182,185.30)</u>	<u>(40,692.47)</u>	<u>31.31%</u>	<u>11,515.55</u>	<u>(6.32%)</u>

Society of American Archivists
American Archivist
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	98,323.75	103,720.00	102,332.68	(5,396.25)	(5.20%)	(4,008.93)	(3.92%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>7,342.96</u>	<u>6,735.45</u>	<u>6,500.01</u>	<u>607.51</u>	<u>9.02%</u>	<u>842.95</u>	<u>12.97%</u>
Total Income	<u>105,666.71</u>	<u>110,455.45</u>	<u>108,832.69</u>	<u>(4,788.74)</u>	<u>(4.34%)</u>	<u>(3,165.98)</u>	<u>(2.91%)</u>
Expenses							
Salaries, Wages, & Benefits	37,645.59	38,792.32	39,847.33	(1,146.73)	(2.96%)	(2,201.74)	(5.53%)
Office Occupancy & Utilities	3,762.64	3,749.07	3,946.92	13.57	0.36%	(184.28)	(4.67%)
Services	111,527.49	104,875.12	122,131.40	6,652.37	6.34%	(10,603.91)	(8.68%)
Supplies		0.09	299.98	(0.09)	(100.00%)	(299.98)	(100.00%)
Travel	72.10			72.10	0.00%	72.10	0.00%
Leases, Rentals, & Licenses	585.26	509.00	1,080.88	76.26	14.98%	(495.62)	(45.85%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>153,593.08</u>	<u>147,925.60</u>	<u>167,306.51</u>	<u>5,667.48</u>	<u>3.83%</u>	<u>(13,713.43)</u>	<u>(8.20%)</u>
Net Gain or (Loss)	<u>(47,926.37)</u>	<u>(37,470.15)</u>	<u>(58,473.82)</u>	<u>(10,456.22)</u>	<u>27.91%</u>	<u>10,547.45</u>	<u>(18.04%)</u>

Society of American Archivists
Archival Outlook
For the Twelve Months Ending June 30, 2016

	Year-To-Date 6/30/2016	Year-To-Date 6/30/2015	Budget 6/30/2016	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	22,283.20	30,780.00	22,008.60	(8,496.80)	(27.60%)	274.60	1.25%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	4,310.00	2,967.00	2,400.00	1,343.00	45.26%	1,910.00	79.58%
Total Income	26,593.20	33,747.00	24,408.60	(7,153.80)	(21.20%)	2,184.60	8.95%
Expenses							
Salaries, Wages, & Benefits	41,796.64	40,293.38	44,016.45	1,503.26	3.73%	(2,219.81)	(5.04%)
Office Occupancy & Utilities	4,174.83	4,376.26	4,353.57	(201.43)	(4.60%)	(178.74)	(4.11%)
Services	102,464.17	80,340.37	97,588.56	22,123.80	27.54%	4,875.61	5.00%
Supplies	150.99	294.37	326.27	(143.38)	(48.71%)	(175.28)	(53.72%)
Travel	115.00	99.00	150.00	16.00	16.16%	(35.00)	(23.33%)
Leases, Rentals, & Licenses	634.95	603.25	1,190.23	31.70	5.25%	(555.28)	(46.65%)
Taxes, Dues, & Subscriptions		247.50	495.00	(247.50)	(100.00%)	(495.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	149,336.58	126,254.13	148,120.08	23,082.45	18.28%	1,216.50	0.82%
Net Gain or (Loss)	(122,743.38)	(92,507.13)	(123,711.48)	(30,236.25)	32.69%	968.10	(0.78%)

Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending June 30, 2016

	Year-To-Date 6/30/2016	Year-To-Date 6/30/2015	Budget 6/30/2016	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	99,869.29	81,860.35	80,370.00	18,008.94	22.00%	19,499.29	24.26%
Workshops	557,422.19	583,181.36	733,441.00	(25,759.17)	(4.42%)	(176,018.81)	(24.00%)
Annual Meeting	711,318.85	918,501.16	647,567.05	(207,182.31)	(22.56%)	63,751.80	9.84%
Publications & CD Sales	169,160.72	186,583.37	228,162.93	(17,422.65)	(9.34%)	(59,002.21)	(25.86%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	28,586.72	85,311.20	32,336.53	(56,724.48)	(66.49%)	(3,749.81)	(11.60%)
Total Income	<u>1,566,357.77</u>	<u>1,855,437.44</u>	<u>1,721,877.51</u>	<u>(289,079.67)</u>	<u>(15.58%)</u>	<u>(155,519.74)</u>	<u>(9.03%)</u>
Expenses							
Salaries, Wages, & Benefits	433,857.78	456,331.17	457,717.82	(22,473.39)	(4.92%)	(23,860.04)	(5.21%)
Office Occupancy & Utilities	45,062.87	49,180.53	45,304.02	(4,117.66)	(8.37%)	(241.15)	(0.53%)
Services	529,956.78	756,074.32	611,328.86	(226,117.54)	(29.91%)	(81,372.08)	(13.31%)
Supplies	10,005.11	8,429.20	10,838.42	1,575.91	18.70%	(833.31)	(7.69%)
Travel	116,533.95	140,506.01	175,156.00	(23,972.06)	(17.06%)	(58,622.05)	(33.47%)
Leases, Rentals, & Licenses	30,470.05	25,134.09	34,304.11	5,335.96	21.23%	(3,834.06)	(11.18%)
Taxes, Dues, & Subscriptions	7,477.12	43,455.50		(35,978.38)	(82.79%)	7,477.12	0.00%
Depreciation, Cost of Goods Sold & Other	81,195.75	(21,247.83)	80,630.25	102,443.58	(482.14%)	565.50	0.70%
Total Expenses	<u>1,254,559.41</u>	<u>1,457,862.99</u>	<u>1,415,279.48</u>	<u>(203,303.58)</u>	<u>(13.95%)</u>	<u>(160,720.07)</u>	<u>(11.36%)</u>
Net Gain or (Loss)	<u>311,798.36</u>	<u>397,574.45</u>	<u>306,598.03</u>	<u>(85,776.09)</u>	<u>(21.57%)</u>	<u>5,200.33</u>	<u>1.70%</u>

Society of American Archivists
Annual Meeting
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	13,600.00	9,930.00	12,300.00	3,670.00	36.96%	1,300.00	10.57%
Workshops					0.00%		0.00%
Annual Meeting	711,318.85	918,501.16	647,567.05	(207,182.31)	(22.56%)	63,751.80	9.84%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00	16,453.43	1,650.00	(16,053.43)	(97.57%)	(1,250.00)	(75.76%)
Total Income	<u>725,318.85</u>	<u>944,884.59</u>	<u>661,517.05</u>	<u>(219,565.74)</u>	<u>(23.24%)</u>	<u>63,801.80</u>	<u>9.64%</u>
Expenses							
Salaries, Wages, & Benefits	133,995.12	157,436.12	141,472.21	(23,441.00)	(14.89%)	(7,477.09)	(5.29%)
Office Occupancy & Utilities	13,524.65	16,546.19	14,022.36	(3,021.54)	(18.26%)	(497.71)	(3.55%)
Services	268,408.06	473,288.98	285,139.89	(204,880.92)	(43.29%)	(16,731.83)	(5.87%)
Supplies	2,957.80	1,922.63	2,860.60	1,035.17	53.84%	97.20	3.40%
Travel	12,057.46	18,050.84	14,125.00	(5,993.38)	(33.20%)	(2,067.54)	(14.64%)
Leases, Rentals, & Licenses	18,055.47	14,991.13	16,834.19	3,064.34	20.44%	1,221.28	7.25%
Taxes, Dues, & Subscriptions	5,145.00	42,938.00		(37,793.00)	(88.02%)	5,145.00	0.00%
Depreciation, Cost of Goods Sold & Other	35,066.23	(92,962.59)	14,093.97	128,028.82	(137.72%)	20,972.26	148.80%
Total Expenses	<u>489,209.79</u>	<u>632,211.30</u>	<u>488,548.22</u>	<u>(143,001.51)</u>	<u>(22.62%)</u>	<u>661.57</u>	<u>0.14%</u>
Net Gain or (Loss)	<u>236,109.06</u>	<u>312,673.29</u>	<u>172,968.83</u>	<u>(76,564.23)</u>	<u>(24.49%)</u>	<u>63,140.23</u>	<u>36.50%</u>

**Society of American Archivists
Annual Meeting - Cleveland 2015
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	13,600.00	100.00	12,300.00	13,500.00	13,500.00%	1,300.00	10.57%
Workshops							
Annual Meeting	711,318.85		647,567.05	711,318.85	0.00%	63,751.80	9.84%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,650.00	400.00	0.00%	(1,250.00)	(75.76%)
Total Income	<u>725,318.85</u>	<u>100.00</u>	<u>661,517.05</u>	<u>725,218.85</u>	<u>725,218.85%</u>	<u>63,801.80</u>	<u>9.64%</u>
Expenses							
Salaries, Wages, & Benefits	44,580.18	97,887.48	50,140.18	(53,307.30)	(54.46%)	(5,560.00)	(11.09%)
Office Occupancy & Utilities	4,920.86	10,234.97	4,990.23	(5,314.11)	(51.92%)	(69.37)	(1.39%)
Services	200,755.90	143,644.55	241,740.73	57,111.35	39.76%	(40,984.83)	(16.95%)
Supplies	395.72		2,232.59	395.72	0.00%	(1,836.87)	(82.28%)
Travel	3,061.05	7,851.08	2,225.00	(4,790.03)	(61.01%)	836.05	37.58%
Leases, Rentals, & Licenses	16,745.59	4,832.56	14,376.50	11,913.03	246.52%	2,369.09	16.48%
Taxes, Dues, & Subscriptions	5,145.00			5,145.00	0.00%	5,145.00	0.00%
Depreciation, Cost of Goods Sold & Other	213,605.49	(264,350.64)	176,637.79	477,956.13	(180.80%)	36,967.70	20.93%
Total Expenses	<u>489,209.79</u>	<u>100.00</u>	<u>492,343.02</u>	<u>489,109.79</u>	<u>489,109.79%</u>	<u>(3,133.23)</u>	<u>(0.64%)</u>
Net Gain or (Loss)	<u>236,109.06</u>		<u>169,174.03</u>	<u>236,109.06</u>	<u>0.00%</u>	<u>66,935.03</u>	<u>39.57%</u>

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	87,051.57	3,507.64	88,985.96	83,543.93	2,381.77%	(1,934.39)	(2.17%)
Office Occupancy & Utilities	8,380.25	294.54	8,799.98	8,085.71	2,745.20%	(419.73)	(4.77%)
Services	67,470.10	1,437.88	41,043.20	66,032.22	4,592.33%	26,426.90	64.39%
Supplies	2,562.08		610.43	2,562.08	0.00%	1,951.65	319.72%
Travel	8,194.95	466.00	11,260.00	7,728.95	1,658.57%	(3,065.05)	(27.22%)
Leases, Rentals, & Licenses	1,275.75	21.55	2,394.23	1,254.20	5,819.95%	(1,118.48)	(46.72%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(174,934.70)	(5,727.61)	(162,543.82)	(169,207.09)	2,954.24%	(12,390.88)	7.62%
Total Expenses					0.00%		(100.00%)
Net Gain or (Loss)					0.00%		(100.00%)

**Society of American Archivists
Annual Meeting - Portland 2017
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,363.37		2,346.07	2,363.37	0.00%	17.30	0.74%
Office Occupancy & Utilities	223.54		232.15	223.54	0.00%	(8.61)	(3.71%)
Services	182.06		2,355.96	182.06	0.00%	(2,173.90)	(92.27%)
Supplies			17.58		0.00%	(17.58)	(100.00%)
Travel	801.46		640.00	801.46	0.00%	161.46	25.23%
Leases, Rentals, & Licenses	34.13		63.46	34.13	0.00%	(29.33)	(46.22%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,604.56)			(3,604.56)	0.00%	(3,604.56)	0.00%
Total Expenses			5,655.22		0.00%	(5,655.22)	(100.00%)
Net Gain or (Loss)			(5,655.22)		0.00%	5,655.22	(100.00%)

**Society of American Archivists
Publications
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	168,935.72	185,827.37	227,682.93	(16,891.65)	(9.09%)	(58,747.21)	(25.80%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>28,186.72</u>	<u>34,221.77</u>	<u>30,686.53</u>	<u>(6,035.05)</u>	<u>(17.64%)</u>	<u>(2,499.81)</u>	<u>(8.15%)</u>
Total Income	<u>197,122.44</u>	<u>220,049.14</u>	<u>258,369.46</u>	<u>(22,926.70)</u>	<u>(10.42%)</u>	<u>(61,247.02)</u>	<u>(23.71%)</u>
Expenses							
Salaries, Wages, & Benefits	78,235.72	81,441.16	82,503.06	(3,205.44)	(3.94%)	(4,267.34)	(5.17%)
Office Occupancy & Utilities	8,551.42	9,065.75	8,161.12	(514.33)	(5.67%)	390.30	4.78%
Services	88,475.48	83,332.72	82,269.87	5,142.76	6.17%	6,205.61	7.54%
Supplies	5,107.91	5,575.28	4,370.32	(467.37)	(8.38%)	737.59	16.88%
Travel	12,965.22	14,383.76	13,460.00	(1,418.54)	(9.86%)	(494.78)	(3.68%)
Leases, Rentals, & Licenses	9,040.09	4,642.97	9,782.69	4,397.12	94.70%	(742.60)	(7.59%)
Taxes, Dues, & Subscriptions	2,332.12	517.50		1,814.62	350.65%	2,332.12	0.00%
Depreciation, Cost of Goods Sold & Other	<u>46,129.52</u>	<u>71,714.76</u>	<u>66,536.28</u>	<u>(25,585.24)</u>	<u>(35.68%)</u>	<u>(20,406.76)</u>	<u>(30.67%)</u>
Total Expenses	<u>250,837.48</u>	<u>270,673.90</u>	<u>267,083.34</u>	<u>(19,836.42)</u>	<u>(7.33%)</u>	<u>(16,245.86)</u>	<u>(6.08%)</u>
Net Gain or (Loss)	<u>(53,715.04)</u>	<u>(50,624.76)</u>	<u>(8,713.88)</u>	<u>(3,090.28)</u>	<u>6.10%</u>	<u>(45,001.16)</u>	<u>516.43%</u>

Society of American Archivists
Education
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	2,492.42	4,380.00	6,300.00	(1,887.58)	(43.10%)	(3,807.58)	(60.44%)
Workshops	557,422.19	583,181.36	733,441.00	(25,759.17)	(4.42%)	(176,018.81)	(24.00%)
Annual Meeting							
Publications & CD Sales	225.00	756.00	480.00	(531.00)	(70.24%)	(255.00)	(53.13%)
Contributions							
Investments							
Shipping, Handling, & Other		34,636.00		(34,636.00)	(100.00%)		0.00%
Total Income	<u>560,139.61</u>	<u>622,953.36</u>	<u>740,221.00</u>	<u>(62,813.75)</u>	<u>(10.08%)</u>	<u>(180,081.39)</u>	<u>(24.33%)</u>
Expenses							
Salaries, Wages, & Benefits	217,667.08	212,423.96	229,549.99	5,243.12	2.47%	(11,882.91)	(5.18%)
Office Occupancy & Utilities	22,592.19	23,029.46	22,705.34	(437.27)	(1.90%)	(113.15)	(0.50%)
Services	146,602.19	178,540.10	224,283.94	(31,937.91)	(17.89%)	(77,681.75)	(34.64%)
Supplies	1,939.40	931.28	3,576.33	1,008.12	108.25%	(1,636.93)	(45.77%)
Travel	90,335.42	108,071.41	146,810.00	(17,735.99)	(16.41%)	(56,474.58)	(38.47%)
Leases, Rentals, & Licenses	3,313.28	5,424.46	7,573.53	(2,111.18)	(38.92%)	(4,260.25)	(56.25%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>482,449.56</u>	<u>528,420.67</u>	<u>634,499.13</u>	<u>(45,971.11)</u>	<u>(8.70%)</u>	<u>(152,049.57)</u>	<u>(23.96%)</u>
Net Gain or (Loss)	<u>77,690.05</u>	<u>94,532.69</u>	<u>105,721.87</u>	<u>(16,842.64)</u>	<u>(17.82%)</u>	<u>(28,031.82)</u>	<u>(26.51%)</u>

**Society of American Archivists
Career Services
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	83,776.87	67,550.35	61,770.00	16,226.52	24.02%	22,006.87	35.63%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>83,776.87</u>	<u>67,550.35</u>	<u>61,770.00</u>	<u>16,226.52</u>	<u>24.02%</u>	<u>22,006.87</u>	<u>35.63%</u>
Expenses							
Salaries, Wages, & Benefits	3,959.86	5,029.93	4,192.56	(1,070.07)	(21.27%)	(232.70)	(5.55%)
Office Occupancy & Utilities	394.61	539.13	415.20	(144.52)	(26.81%)	(20.59)	(4.96%)
Services	26,471.05	20,912.52	19,635.16	5,558.53	26.58%	6,835.89	34.81%
Supplies		0.01	31.17	(0.01)	(100.00%)	(31.17)	(100.00%)
Travel	1,175.85		761.00	1,175.85	0.00%	414.85	54.51%
Leases, Rentals, & Licenses	61.21	75.53	113.70	(14.32)	(18.96%)	(52.49)	(46.17%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>32,062.58</u>	<u>26,557.12</u>	<u>25,148.79</u>	<u>5,505.46</u>	<u>20.73%</u>	<u>6,913.79</u>	<u>27.49%</u>
Net Gain or (Loss)	<u>51,714.29</u>	<u>40,993.23</u>	<u>36,621.21</u>	<u>10,721.06</u>	<u>26.15%</u>	<u>15,093.08</u>	<u>41.21%</u>

**Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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					0.00%		0.00%
Investments	8,505.10	3,039.88	3,195.00	5,465.22	179.78%	5,310.10	166.20%
Shipping, Handling, & Other	2,826.06	1,158.82		1,667.24	143.87%	2,826.06	0.00%
Total Income	<u>11,331.16</u>	<u>4,198.70</u>	<u>3,195.00</u>	<u>7,132.46</u>	<u>169.87%</u>	<u>8,136.16</u>	<u>254.65%</u>
Expenses							
Salaries, Wages, & Benefits	408,257.96	398,127.25	418,003.27	10,130.71	2.54%	(9,745.31)	(2.33%)
Office Occupancy & Utilities	40,743.77	45,665.13	42,650.56	(4,921.36)	(10.78%)	(1,906.79)	(4.47%)
Services	199,972.79	248,905.11	259,032.23	(48,932.32)	(19.66%)	(59,059.44)	(22.80%)
Supplies	5,967.15	6,936.96	4,167.74	(969.81)	(13.98%)	1,799.41	43.17%
Travel	51,019.69	55,692.31	63,529.01	(4,672.62)	(8.39%)	(12,509.32)	(19.69%)
Leases, Rentals, & Licenses	7,223.41	7,012.72	9,718.18	210.69	3.00%	(2,494.77)	(25.67%)
Taxes, Dues, & Subscriptions	26,249.56	21,779.38	26,647.00	4,470.18	20.52%	(397.44)	(1.49%)
Depreciation, Cost of Goods Sold & Other	46,391.31	57,517.22	64,216.20	(11,125.91)	(19.34%)	(17,824.89)	(27.76%)
Total Expenses	<u>785,825.64</u>	<u>841,636.08</u>	<u>887,964.19</u>	<u>(55,810.44)</u>	<u>(6.63%)</u>	<u>(102,138.55)</u>	<u>(11.50%)</u>
Net Gain or (Loss)	<u>(774,494.48)</u>	<u>(837,437.38)</u>	<u>(884,769.19)</u>	<u>62,942.90</u>	<u>(7.52%)</u>	<u>110,274.71</u>	<u>(12.46%)</u>

Society of American Archivists
General & Administrative
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	8,505.10	3,039.88	3,195.00	5,465.22	179.78%	5,310.10	166.20%
Shipping, Handling, & Other	1,935.50	1,158.82		776.68	67.02%	1,935.50	0.00%
Total Income	<u>10,440.60</u>	<u>4,198.70</u>	<u>3,195.00</u>	<u>6,241.90</u>	<u>148.66%</u>	<u>7,245.60</u>	<u>226.78%</u>
Expenses							
Salaries, Wages, & Benefits	240,375.72	231,716.13	241,349.75	8,659.59	3.74%	(974.03)	(0.40%)
Office Occupancy & Utilities	23,289.34	24,850.42	24,153.87	(1,561.08)	(6.28%)	(864.53)	(3.58%)
Services	147,987.19	179,563.23	168,026.24	(31,576.04)	(17.58%)	(20,039.05)	(11.93%)
Supplies	5,878.08	6,671.84	2,856.04	(793.76)	(11.90%)	3,022.04	105.81%
Travel	3,352.04	12,637.52	13,349.00	(9,285.48)	(73.48%)	(9,996.96)	(74.89%)
Leases, Rentals, & Licenses	4,660.30	3,793.96	4,934.50	866.34	22.83%	(274.20)	(5.56%)
Taxes, Dues, & Subscriptions	11,049.56	7,799.15	9,812.00	3,250.41	41.68%	1,237.56	12.61%
Depreciation, Cost of Goods Sold & Other	46,391.31	57,517.22	64,216.20	(11,125.91)	(19.34%)	(17,824.89)	(27.76%)
Total Expenses	<u>482,983.54</u>	<u>524,549.47</u>	<u>528,697.60</u>	<u>(41,565.93)</u>	<u>(7.92%)</u>	<u>(45,714.06)</u>	<u>(8.65%)</u>
Net Gain or (Loss)	<u>(472,542.94)</u>	<u>(520,350.77)</u>	<u>(525,502.60)</u>	<u>47,807.83</u>	<u>(9.19%)</u>	<u>52,959.66</u>	<u>(10.08%)</u>

**Society of American Archivists
Governance
For the Twelve Months Ending June 30, 2016**

	<u>Year-To-Date 6/30/2016</u>	<u>Year-To-Date 6/30/2015</u>	<u>Budget 6/30/2016</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	100,205.60	103,697.00	105,376.78	(3,491.40)	(3.37%)	(5,171.18)	(4.91%)
Office Occupancy & Utilities	10,706.48	14,282.52	11,448.04	(3,576.04)	(25.04%)	(741.56)	(6.48%)
Services	30,783.46	39,269.85	38,656.87	(8,486.39)	(21.61%)	(7,873.41)	(20.37%)
Supplies	89.07	239.84	785.78	(150.77)	(62.86%)	(696.71)	(88.66%)
Travel	38,323.63	24,113.95	29,390.00	14,209.68	58.93%	8,933.63	30.40%
Leases, Rentals, & Licenses	1,539.94	2,165.59	2,855.72	(625.65)	(28.89%)	(1,315.78)	(46.08%)
Taxes, Dues, & Subscriptions	2,700.00	4,180.23	4,835.00	(1,480.23)	(35.41%)	(2,135.00)	(44.16%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	184,348.18	187,948.98	193,348.19	(3,600.80)	(1.92%)	(9,000.01)	(4.65%)
Net Gain or (Loss)	(184,348.18)	(187,948.98)	(193,348.19)	3,600.80	(1.92%)	9,000.01	(4.65%)

Society of American Archivists
Advocacy
For the Twelve Months Ending June 30, 2016

	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Year-To-Date</u> <u>6/30/2015</u>	<u>Budget</u> <u>6/30/2016</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	0.00%	890.56	0.00%
Total Income	<u>890.56</u>			<u>890.56</u>	<u>0.00%</u>	<u>890.56</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	67,676.64	62,714.12	71,276.74	4,962.52	7.91%	(3,600.10)	(5.05%)
Office Occupancy & Utilities	6,747.95	6,532.19	7,048.65	215.76	3.30%	(300.70)	(4.27%)
Services	21,202.14	30,072.03	52,349.12	(8,869.89)	(29.50%)	(31,146.98)	(59.50%)
Supplies		25.28	525.92	(25.28)	(100.00%)	(525.92)	(100.00%)
Travel	9,344.02	18,940.84	20,790.01	(9,596.82)	(50.67%)	(11,445.99)	(55.06%)
Leases, Rentals, & Licenses	1,023.17	1,053.17	1,927.96	(30.00)	(2.85%)	(904.79)	(46.93%)
Taxes, Dues, & Subscriptions	12,500.00	9,800.00	12,000.00	2,700.00	27.55%	500.00	4.17%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>118,493.92</u>	<u>129,137.63</u>	<u>165,918.40</u>	<u>(10,643.71)</u>	<u>(8.24%)</u>	<u>(47,424.48)</u>	<u>(28.58%)</u>
Net Gain or (Loss)	<u>(117,603.36)</u>	<u>(129,137.63)</u>	<u>(165,918.40)</u>	<u>11,534.27</u>	<u>(8.93%)</u>	<u>48,315.04</u>	<u>(29.12%)</u>