

**Society of American Archivists
Council Meeting
Monday, August 13, 2018
Marriott Wardman Park, Washington, DC**

**June 2018 Year-to-Date Financial
Statements Preliminary Close – FY 2018
(Prepared by Cheryl Stadel-Bevans and Peter Carlson)**

Overview

For the month ending June 30, 2018, SAA posted a net gain of \$256,182. This represents a favorable variance of \$253,253, as the budgeted gain for June was \$2,930. Total revenues were higher than last year and budget by \$137,968 (5.33%) and \$97,010 (3.69%), respectively. Total expenses were lower than last year and budget by \$78,929 (3.1%) and \$156,243 (5.95%), respectively.

Balance Sheet

Cash and Investments balances exceeded last year by \$169,409 (8.54%) and total deferred revenues were up over last year by \$49,931 (3.85%). Membership deferred revenues were up by \$17,915 (3.19%). Of particular note are: 1) the increase in Education deferred revenues, up over last year by \$74,718 (1,438.63%); 2) Exhibitors deferred revenues are higher than FY17 by \$37,320 (41.59%); and 3) Sponsors deferred revenues are nearly double FY17 results – up by \$23,300 (90.66%). *Note: Given the historic registration number for AM 18, some readers might be alarmed that Annual Meeting Deferred Revenues are **lower** at FY18 June close by \$105,664 (19.06%) than at FY17 June close. This is the result of timing, as AM 17 registration opened earlier.*

Income Statement

For the month ending June 30, 2018, SAA posted a net gain of \$256,182. This net gain is better than last year and budget by \$216,897 (552.11%) and \$253,253 (8,644.5%), respectively. All cost centers except Publications and Education have higher-than-budgeted revenues and Annual Meeting revenues exceeded last year and budget by \$76,994 (11%) and \$145,558 (23.06%), respectively. Expenses are lower than budget across all cost centers except Career Services (10.51% over budget). Expenses overall are \$156,243 (5.95%) below budget due to timing, capacity issues, and the cancellation of several courses.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased slightly during June (by 6 members, or 0.1%), and dues revenue exceeded last year and budget by 5.16% and 3.89%, respectively.

Membership's net gain for June is better than last year and budget by \$41,065 (4.82%) and \$46,963 (5.55%), respectively. Deferred Revenues in June were higher than last year by \$17,915 (3.19%).

- Periodicals:** The Journal's net loss as of June 30 was \$52,545, varying favorably with budget by 5.9%. This variance results from revenue of \$107,038, which is \$598 (0.56%) higher than budget, as well as overall costs coming in at 1.66% lower than budget. *Archival Outlook's* net loss of \$105,463 is *smaller* than last year and budget by \$5,230 (4.73%) and \$15,301 (12.67%), respectively. This variance is due to good cost containment.
- Annual Meeting:** As of June 30, 2018, the Annual Meeting in Portland posted a net gain of \$336,831, which is 65.51% ahead of last year's net gain and 107.32% better than budget. Total revenue exceeded budget estimates by \$145,558 (23.06%), and expenses were under budget by \$28,805 (6.14%).
- Publications:** As of June 30, Publications showed a net loss of \$60,381, which is \$34,222 (130.82%) greater than last year's net loss of \$26,159 and \$6,616 (12.31%) greater than our budgeted net loss of \$53,765. *Please note that the variance with last year is inflated because we reduced our inventory liability by more than \$13,000 during FY17.* Publications' total revenue as of June 30 was lower than last year and budget by \$20,894 (9.85%) and \$30,809 (13.87%), respectively. Publications' performance overall has been hampered by the fact that three out of the five anticipated new titles for FY18 have not been published.
- Education:** Education posted a net loss of \$27,079 for the period ending June 30, 2018. This performance is lower than last year and budget by \$12,425 (31.45%) and \$61,916 (177.73%). Revenues for Education exceeded last year by \$13,394 (2.74%) but were lower than budget by \$86,588 (14.69%). Expenditures in Education were slightly higher than last year by \$969 (0.18%), but lower than budget by \$24,671 (4.45%). This variance with budget reflects the cancellation of several courses in November, February, and June.
- Career Services:** As of June 30, 2018, Career Services posted a net gain of \$51,777, which is better than last year and budget by \$6,634 (14.7%) and \$9,882 (23.59%), respectively. Revenues are up over last year and budget by 16.39% and 18.28%, respectively. As noted above, Career Services expenses were higher than budget (by \$3,006, or 10.51%). This is the result of more job postings than budgeted, and is more than offset by increased revenue.
- General & Administrative:** The net loss in G&A for the period ending June 30 was \$481,498, which is 4.51% less than last year's net loss and 7.61% less than the budgeted net loss of \$518,607. The variance with budget is the result of cost savings for staff travel, payroll, and depreciation. In addition, the timing of some consulting expenses results in a variance with budget. We expect that some consulting costs will be expensed once a final review of the AMS project is completed, prior to the issuance of the June final financial statements.
- Governance:** As of June 30, Governance posted a net loss of \$182,327, which is 4.59% lower than budgeted. This variance reflects cost savings from a shift in staff responsibilities

for some governance activities from Beaumont to Owens and other prudent expense management.

- **Advocacy:** As of June 30, Advocacy posted a net loss of \$116,331, which is 3.56% lower than last year and 18.33% lower than the budgeted net loss of \$142,434. This variance with budget is due to: our decision not to hire a facilitator for the COPA meeting; not engaging a consultant to develop a publicity and media plan; not meeting with coalition partners; and the timing of reimbursement for our WIPO representative.

**Society of American Archivists
Balance Sheet - Operations
Saturday, June 30, 2018**

Agenda Item VI.D.

| | <u>Fiscal 2018</u> | <u>Fiscal 2017</u> | <u>\$ Variance</u> | <u>% Variance</u> |
|---|----------------------------|----------------------------|--------------------------|----------------------|
| Assets | | | | |
| Cash & Investments | \$2,152,034.20 | \$1,982,624.78 | \$169,409.42 | 8.54% |
| Accounts Receivable | 17,751.87 | 24,837.15 | (7,085.28) | (28.53%) |
| Equipment | 45,714.94 | 37,661.27 | 8,053.67 | 21.38% |
| Deposits | 11,703.98 | 12,695.59 | (991.61) | (7.81%) |
| Inventory | 83,312.29 | 108,781.23 | (25,468.94) | (23.41%) |
| Prepaid Expenses | 229,877.71 | 198,395.76 | 31,481.95 | 15.87% |
| Due From Operations | 83,621.26 | | 83,621.26 | (100.00%) |
| Due From Foundation | 496,684.71 | 431,829.66 | 64,855.05 | 15.02% |
| Cash Clearing | | | | (100.00%) |
| Total Assets | <u><u>3,120,700.96</u></u> | <u><u>2,796,825.44</u></u> | <u><u>323,875.52</u></u> | <u><u>11.58%</u></u> |
| Liabilities | | | | |
| Accounts Payable | 58,002.05 | 24,386.82 | 33,615.23 | 137.84% |
| Salaries and Wages Payable | 43,804.07 | 55,862.79 | (12,058.72) | (21.59%) |
| Deferred Revenues | | | | |
| Annual Meeting | 448,633.00 | 554,297.00 | (105,664.00) | (19.06%) |
| Subscriptions | 49,368.00 | 49,558.50 | (190.50) | (0.38%) |
| Membership | 579,149.07 | 561,234.01 | 17,915.06 | 3.19% |
| Education | 79,912.00 | 5,193.70 | 74,718.30 | 1,438.63% |
| Sponsors | 49,000.00 | 25,700.00 | 23,300.00 | 90.66% |
| Advertising | 10,783.00 | 9,121.00 | 1,662.00 | 18.22% |
| Exhibitors | 128,420.00 | 90,700.00 | 37,720.00 | 41.59% |
| Consultants | 2,021.06 | 1,551.00 | 470.06 | 30.31% |
| Total Deferred Revenues | 1,347,286.13 | 1,297,355.21 | 49,930.92 | 3.85% |
| Due to Council-Directed Funds | 663,998.19 | 624,716.11 | 39,282.08 | 6.29% |
| Due To Foundation | 31,551.20 | 48,647.96 | (17,096.76) | (35.14%) |
| Deferred Rent | 15,582.42 | 2,278.94 | 13,303.48 | 583.76% |
| Total Liabilities | <u><u>2,160,224.06</u></u> | <u><u>2,053,247.83</u></u> | <u><u>106,976.23</u></u> | <u><u>5.21%</u></u> |
| Net Assets | | | | |
| Fund Balance | 704,294.66 | 704,292.19 | 2.47 | 0.00% |
| Net Gain or Loss | 256,182.24 | 39,285.42 | 216,896.82 | 552.11% |
| Total Net Assets | <u><u>960,476.90</u></u> | <u><u>743,577.61</u></u> | <u><u>216,899.29</u></u> | <u><u>29.17%</u></u> |
| Total Liabilities and Net Assets | <u><u>3,120,700.96</u></u> | <u><u>2,796,825.44</u></u> | <u><u>323,875.52</u></u> | <u><u>11.58%</u></u> |

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Twelve Months Ending Saturday, June 30, 2018

| | <u>Year-To-Date</u> <u>6/30/2018</u> | <u>Year-To-Date</u> <u>6/30/2017</u> | <u>Budget</u> <u>6/30/2018</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 | \$893,197.78 | \$852,133.02 | \$846,234.53 | \$41,064.76 | 4.82% | \$46,963.25 | 5.55% |
| Annual Meeting | 336,722.07 | 203,517.19 | 162,467.66 | 133,204.88 | 65.45% | 174,254.41 | 107.25% |
| Publications | (60,381.08) | (26,159.28) | (53,764.68) | (34,221.80) | 130.82% | (6,616.40) | 12.31% |
| Education | (27,078.67) | (39,504.13) | 34,837.56 | 12,425.46 | (31.45%) | (61,916.23) | (177.73%) |
| Career Services | 51,776.70 | 45,142.55 | 41,894.57 | 6,634.15 | 14.70% | 9,882.13 | 23.59% |
| American Archivist | (52,544.72) | (68,733.06) | (55,837.10) | 16,188.34 | (23.55%) | 3,292.38 | (5.90%) |
| Archival Outlook | (105,463.21) | (110,693.59) | (120,763.97) | 5,230.38 | (4.73%) | 15,300.76 | (12.67%) |
| General & Administrative | (481,388.81) | (504,238.42) | (518,606.88) | 22,849.61 | (4.53%) | 37,218.07 | (7.18%) |
| Advocacy | (116,330.99) | (120,622.99) | (142,433.78) | 4,292.00 | (3.56%) | 26,102.79 | (18.33%) |
| Governance | (182,326.83) | (191,555.87) | (191,098.27) | 9,229.04 | (4.82%) | 8,771.44 | (4.59%) |
| Total Net Gain/(Loss) | <u>256,182.24</u> | <u>39,285.42</u> | <u>2,929.64</u> | <u>216,896.82</u> | <u>552.11%</u> | <u>253,252.60</u> | <u>8,644.50%</u> |

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Twelve Months Ending Saturday, June 30, 2018

| | <u>Year-To-Date</u> <u>6/30/2018</u> | <u>Year-To-Date</u> <u>6/30/2017</u> | <u>Budget</u> <u>6/30/2018</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 | \$1,008,176.34 | \$956,400.58 | \$968,120.06 | \$51,775.76 | 5.41% | \$40,056.28 | 4.14% |
| Annual Meeting | 776,872.43 | 699,878.48 | 631,314.17 | 76,993.95 | 11.00% | 145,558.26 | 23.06% |
| Publications | 191,285.15 | 212,179.11 | 222,093.86 | (20,893.96) | (9.85%) | (30,808.71) | (13.87%) |
| Education | 502,757.49 | 489,363.33 | 589,345.04 | 13,394.16 | 2.74% | (86,587.55) | (14.69%) |
| Career Services | 83,388.04 | 71,644.68 | 70,500.00 | 11,743.36 | 16.39% | 12,888.04 | 18.28% |
| American Archivist | 107,038.29 | 107,653.21 | 106,440.00 | (614.92) | (0.57%) | 598.29 | 0.56% |
| Archival Outlook | 33,717.87 | 35,952.41 | 28,100.05 | (2,234.54) | (6.22%) | 5,617.82 | 19.99% |
| General & Administrative | 19,890.66 | 13,086.93 | 11,203.00 | 6,803.73 | 51.99% | 8,687.66 | 77.55% |
| Advocacy | 1,000.00 | | | 1,000.00 | 0.00% | 1,000.00 | 0.00% |
| Total Revenues | <u>2,724,126.27</u> | <u>2,586,158.73</u> | <u>2,627,116.18</u> | <u>137,967.54</u> | <u>5.33%</u> | <u>97,010.09</u> | <u>3.69%</u> |
| Expenses | | | | | | | |
| Membership | 114,978.56 | 104,267.56 | 121,885.53 | 10,711.00 | 10.27% | (6,906.97) | (5.67%) |
| Annual Meeting | 440,150.36 | 496,361.29 | 468,846.51 | (56,210.93) | (11.32%) | (28,696.15) | (6.12%) |
| Publications | 251,666.23 | 238,338.39 | 275,858.54 | 13,327.84 | 5.59% | (24,192.31) | (8.77%) |
| Education | 529,836.16 | 528,867.46 | 554,507.48 | 968.70 | 0.18% | (24,671.32) | (4.45%) |
| Career Services | 31,611.34 | 26,502.13 | 28,605.43 | 5,109.21 | 19.28% | 3,005.91 | 10.51% |
| American Archivist | 159,583.01 | 176,386.27 | 162,277.10 | (16,803.26) | (9.53%) | (2,694.09) | (1.66%) |
| Archival Outlook | 139,181.08 | 146,646.00 | 148,864.02 | (7,464.92) | (5.09%) | (9,682.94) | (6.50%) |
| General & Administrative | 501,279.47 | 517,325.35 | 529,809.88 | (16,045.88) | (3.10%) | (28,530.41) | (5.39%) |
| Advocacy | 117,330.99 | 120,622.99 | 142,433.78 | (3,292.00) | (2.73%) | (25,102.79) | (17.62%) |
| Governance | 182,326.83 | 191,555.87 | 191,098.27 | (9,229.04) | (4.82%) | (8,771.44) | (4.59%) |
| Total Expenses | <u>2,467,944.03</u> | <u>2,546,873.31</u> | <u>2,624,186.54</u> | <u>(78,929.28)</u> | <u>(3.10%)</u> | <u>(156,242.51)</u> | <u>(5.95%)</u> |
| Total Net Gain/(Loss) | <u>256,182.24</u> | <u>39,285.42</u> | <u>2,929.64</u> | <u>216,896.82</u> | <u>552.11%</u> | <u>253,252.60</u> | <u>8,644.50%</u> |

Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending Saturday, June 30, 2018

| | <u>Year-To-Date</u> <u>6/30/2018</u> | <u>Year-To-Date</u> <u>6/30/2017</u> | <u>Budget</u> <u>6/30/2018</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 | \$1,004,742.94 | \$955,428.58 | \$967,120.06 | \$49,314.36 | 5.16% | \$37,622.88 | 3.89% |
| Subscriptions & Advertising | 224,030.42 | 212,900.34 | 199,990.05 | 11,130.08 | 5.23% | 24,040.37 | 12.02% |
| Workshops | 501,785.49 | 486,845.33 | 589,345.04 | 14,940.16 | 3.07% | (87,559.55) | (14.86%) |
| Annual Meeting | 767,240.43 | 672,370.23 | 625,514.17 | 94,870.20 | 14.11% | 141,726.26 | 22.66% |
| Publications & CD Sales | 166,910.88 | 177,973.25 | 192,619.74 | (11,062.37) | (6.22%) | (25,708.86) | (13.35%) |
| Contributions | | 20.00 | | (20.00) | (100.00%) | | 0.00% |
| Investments | 19,620.35 | 13,014.56 | 11,203.00 | 6,605.79 | 50.76% | 8,417.35 | 75.13% |
| Shipping, Handling, & Other | 39,795.76 | 67,606.44 | 41,324.12 | (27,810.68) | (41.14%) | (1,528.36) | (3.70%) |
| Total Income | <u>2,724,126.27</u> | <u>2,586,158.73</u> | <u>2,627,116.18</u> | <u>137,967.54</u> | <u>5.33%</u> | <u>97,010.09</u> | <u>3.69%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 1,066,950.06 | 1,070,917.80 | 1,110,954.26 | (3,967.74) | (0.37%) | (44,004.20) | (3.96%) |
| Office Occupancy & Utilities | 111,435.18 | 103,454.95 | 114,721.38 | 7,980.23 | 7.71% | (3,286.20) | (2.86%) |
| Services | 989,084.14 | 1,037,724.45 | 980,351.68 | (48,640.31) | (4.69%) | 8,732.46 | 0.89% |
| Supplies | 14,937.08 | 15,650.08 | 9,565.62 | (713.00) | (4.56%) | 5,371.46 | 56.15% |
| Travel | 155,040.67 | 156,441.27 | 210,041.96 | (1,400.60) | (0.90%) | (55,001.29) | (26.19%) |
| Leases, Rentals, & Licenses | 62,893.26 | 39,516.84 | 46,367.14 | 23,376.42 | 59.16% | 16,526.12 | 35.64% |
| Taxes, Dues, & Subscriptions | (8,696.56) | 44,908.42 | 24,910.00 | (53,604.98) | (119.37%) | (33,606.56) | (134.91%) |
| Depreciation, Cost of Goods Sold & Other | 76,300.20 | 78,259.50 | 127,274.50 | (1,959.30) | (2.50%) | (50,974.30) | (40.05%) |
| Total Expenses | <u>2,467,944.03</u> | <u>2,546,873.31</u> | <u>2,624,186.54</u> | <u>(78,929.28)</u> | <u>(3.10%)</u> | <u>(156,242.51)</u> | <u>(5.95%)</u> |
| Net Gain or (Loss) | <u>256,182.24</u> | <u>39,285.42</u> | <u>2,929.64</u> | <u>216,896.82</u> | <u>552.11%</u> | <u>253,252.60</u> | <u>8,644.50%</u> |

**Society of American Archivists
Membership and Periodicals
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</u> | <u>This Year Vs. Last Year \$ Variance</u> | <u>% Variance</u> | <u>This Year Vs. Budget \$ Variance</u> | <u>% Variance</u> |
|--|-----------------------------------|-----------------------------------|-----------------------------|--|-------------------|---|-------------------|
| Income | | | | | | | |
| Dues | \$1,004,742.94 | \$955,428.58 | \$967,120.06 | \$49,314.36 | 5.16% | \$37,622.88 | 3.89% |
| Subscriptions & Advertising | 131,010.38 | 133,972.66 | 125,140.05 | (2,962.28) | (2.21%) | 5,870.33 | 4.69% |
| 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 | 13,179.18 | 10,604.96 | 10,400.00 | 2,574.22 | 24.27% | 2,779.18 | 26.72% |
| Total Income | <u>1,148,932.50</u> | <u>1,100,006.20</u> | <u>1,102,660.11</u> | <u>48,926.30</u> | <u>4.45%</u> | <u>46,272.39</u> | <u>4.20%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 169,970.27 | 167,951.98 | 175,924.00 | 2,018.29 | 1.20% | (5,953.73) | (3.38%) |
| Office Occupancy & Utilities | 17,000.01 | 15,928.67 | 17,598.84 | 1,071.34 | 6.73% | (598.83) | (3.40%) |
| Services | 206,620.74 | 237,378.81 | 217,140.70 | (30,758.07) | (12.96%) | (10,519.96) | (4.84%) |
| Supplies | 2,386.90 | 499.89 | 1,999.03 | 1,887.01 | 377.49% | 387.87 | 19.40% |
| Travel | 10,120.35 | | 6,420.00 | 10,120.35 | 0.00% | 3,700.35 | 57.64% |
| Leases, Rentals, & Licenses | 2,224.45 | 2,071.28 | 4,144.07 | 153.17 | 7.39% | (1,919.62) | (46.32%) |
| Taxes, Dues, & Subscriptions | 616.67 | 35.00 | 300.00 | 581.67 | 1,661.91% | 316.67 | 105.56% |
| Depreciation, Cost of Goods Sold & Other | 4,803.26 | 3,434.20 | 9,500.01 | 1,369.06 | 39.87% | (4,696.75) | (49.44%) |
| Total Expenses | <u>413,742.65</u> | <u>427,299.83</u> | <u>433,026.65</u> | <u>(13,557.18)</u> | <u>(3.17%)</u> | <u>(19,284.00)</u> | <u>(4.45%)</u> |
| Net Gain or (Loss) | <u>735,189.85</u> | <u>672,706.37</u> | <u>669,633.46</u> | <u>62,483.48</u> | <u>9.29%</u> | <u>65,556.39</u> | <u>9.79%</u> |

**Society of American Archivists
Membership
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</u> | <u>This Year Vs. Last Year \$ Variance</u> | <u>% Variance</u> | <u>This Year Vs. Budget \$ Variance</u> | <u>% Variance</u> |
|--|-----------------------------------|-----------------------------------|-----------------------------|--|----------------------|---|-----------------------|
| Income | | | | | | | |
| Dues | \$1,004,742.94 | \$955,428.58 | \$967,120.06 | \$49,314.36 | 5.16% | \$37,622.88 | 3.89% |
| Subscriptions & Advertising | | | | | | | |
| Workshops | | | | | | | |
| Annual Meeting | | | | | | | |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | <u>3,433.40</u> | <u>972.00</u> | <u>1,000.00</u> | <u>2,461.40</u> | <u>253.23%</u> | <u>2,433.40</u> | <u>243.34%</u> |
| Total Income | <u>1,008,176.34</u> | <u>956,400.58</u> | <u>968,120.06</u> | <u>51,775.76</u> | <u>5.41%</u> | <u>40,056.28</u> | <u>4.14%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 87,772.39 | 82,063.50 | 90,825.25 | 5,708.89 | 6.96% | (3,052.86) | (3.36%) |
| Office Occupancy & Utilities | 8,738.78 | 7,754.28 | 9,080.26 | 984.50 | 12.70% | (341.48) | (3.76%) |
| Services | 10,912.45 | 9,529.73 | 8,904.35 | 1,382.72 | 14.51% | 2,008.10 | 22.55% |
| Supplies | 1,548.98 | 474.77 | 1,515.34 | 1,074.21 | 226.26% | 33.64 | 2.22% |
| Travel | | | | | | | |
| Leases, Rentals, & Licenses | 1,202.70 | 1,011.08 | 2,060.32 | 191.62 | 18.95% | (857.62) | (41.63%) |
| Taxes, Dues, & Subscriptions | | | | | | | |
| Depreciation, Cost of Goods Sold & Other | <u>4,803.26</u> | <u>3,434.20</u> | <u>9,500.01</u> | <u>1,369.06</u> | <u>39.87%</u> | <u>(4,696.75)</u> | <u>(49.44%)</u> |
| Total Expenses | <u>114,978.56</u> | <u>104,267.56</u> | <u>121,885.53</u> | <u>10,711.00</u> | <u>10.27%</u> | <u>(6,906.97)</u> | <u>(5.67%)</u> |
| Net Gain or (Loss) | <u>893,197.78</u> | <u>852,133.02</u> | <u>846,234.53</u> | <u>41,064.76</u> | <u>4.82%</u> | <u>46,963.25</u> | <u>5.55%</u> |

**Society of American Archivists
Periodicals (AA & AO)
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 131,010.38 | 133,972.66 | 125,140.05 | (2,962.28) | (2.21%) | 5,870.33 | 4.69% |
| 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 | 9,745.78 | 9,632.96 | 9,400.00 | 112.82 | 1.17% | 345.78 | 3.68% |
| Total Income | <u>140,756.16</u> | <u>143,605.62</u> | <u>134,540.05</u> | <u>(2,849.46)</u> | <u>(1.98%)</u> | <u>6,216.11</u> | <u>4.62%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 82,197.88 | 85,888.48 | 85,098.75 | (3,690.60) | (4.30%) | (2,900.87) | (3.41%) |
| Office Occupancy & Utilities | 8,261.23 | 8,174.39 | 8,518.58 | 86.84 | 1.06% | (257.35) | (3.02%) |
| Services | 195,708.29 | 227,849.08 | 208,236.35 | (32,140.79) | (14.11%) | (12,528.06) | (6.02%) |
| Supplies | 837.92 | 25.12 | 483.69 | 812.80 | 3,235.67% | 354.23 | 73.23% |
| Travel | 10,120.35 | | 6,420.00 | 10,120.35 | 0.00% | 3,700.35 | 57.64% |
| Leases, Rentals, & Licenses | 1,021.75 | 1,060.20 | 2,083.75 | (38.45) | (3.63%) | (1,062.00) | (50.97%) |
| Taxes, Dues, & Subscriptions | 616.67 | 35.00 | 300.00 | 581.67 | 1,661.91% | 316.67 | 105.56% |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | <u>298,764.09</u> | <u>323,032.27</u> | <u>311,141.12</u> | <u>(24,268.18)</u> | <u>(7.51%)</u> | <u>(12,377.03)</u> | <u>(3.98%)</u> |
| Net Gain or (Loss) | <u>(158,007.93)</u> | <u>(179,426.65)</u> | <u>(176,601.07)</u> | <u>21,418.72</u> | <u>(11.94%)</u> | <u>18,593.14</u> | <u>(10.53%)</u> |

**Society of American Archivists
American Archivist
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 99,403.50 | 100,280.25 | 99,140.00 | (876.75) | (0.87%) | 263.50 | 0.27% |
| Workshops | | | | | | | |
| Annual Meeting | | | | | | | |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | 7,634.79 | 7,372.96 | 7,300.00 | 261.83 | 3.55% | 334.79 | 4.59% |
| Total Income | <u>107,038.29</u> | <u>107,653.21</u> | <u>106,440.00</u> | <u>(614.92)</u> | <u>(0.57%)</u> | <u>598.29</u> | <u>0.56%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 35,406.59 | 41,248.33 | 36,768.70 | (5,841.74) | (14.16%) | (1,362.11) | (3.70%) |
| Office Occupancy & Utilities | 3,600.86 | 3,940.21 | 3,685.06 | (339.35) | (8.61%) | (84.20) | (2.28%) |
| Services | 109,503.16 | 130,677.81 | 114,206.64 | (21,174.65) | (16.20%) | (4,703.48) | (4.12%) |
| Supplies | 198.30 | 10.36 | 209.43 | 187.94 | 1,814.09% | (11.13) | (5.31%) |
| Travel | 10,120.35 | | 6,420.00 | 10,120.35 | 0.00% | 3,700.35 | 57.64% |
| Leases, Rentals, & Licenses | 445.41 | 509.56 | 987.27 | (64.15) | (12.59%) | (541.86) | (54.88%) |
| Taxes, Dues, & Subscriptions | 308.34 | | | 308.34 | 0.00% | 308.34 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | | | | | | |
| Total Expenses | <u>159,583.01</u> | <u>176,386.27</u> | <u>162,277.10</u> | <u>(16,803.26)</u> | <u>(9.53%)</u> | <u>(2,694.09)</u> | <u>(1.66%)</u> |
| Net Gain or (Loss) | <u>(52,544.72)</u> | <u>(68,733.06)</u> | <u>(55,837.10)</u> | <u>16,188.34</u> | <u>(23.55%)</u> | <u>3,292.38</u> | <u>(5.90%)</u> |

**Society of American Archivists
Archival Outlook
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 31,606.88 | 33,692.41 | 26,000.05 | (2,085.53) | (6.19%) | 5,606.83 | 21.56% |
| Workshops | | | | | | | |
| Annual Meeting | | | | | | | |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | 2,110.99 | 2,260.00 | 2,100.00 | (149.01) | (6.59%) | 10.99 | 0.52% |
| Total Income | <u>33,717.87</u> | <u>35,952.41</u> | <u>28,100.05</u> | <u>(2,234.54)</u> | <u>(6.22%)</u> | <u>5,617.82</u> | <u>19.99%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 46,791.29 | 44,640.15 | 48,330.05 | 2,151.14 | 4.82% | (1,538.76) | (3.18%) |
| Office Occupancy & Utilities | 4,660.37 | 4,234.18 | 4,833.52 | 426.19 | 10.07% | (173.15) | (3.58%) |
| Services | 86,205.13 | 97,171.27 | 94,029.71 | (10,966.14) | (11.29%) | (7,824.58) | (8.32%) |
| Supplies | 639.62 | 14.76 | 274.26 | 624.86 | 4,233.47% | 365.36 | 133.22% |
| Travel | | | | | | | |
| Leases, Rentals, & Licenses | 576.34 | 550.64 | 1,096.48 | 25.70 | 4.67% | (520.14) | (47.44%) |
| Taxes, Dues, & Subscriptions | 308.33 | 35.00 | 300.00 | 273.33 | 780.94% | 8.33 | 2.78% |
| Depreciation, Cost of Goods Sold & Other | | | | | | | |
| Total Expenses | <u>139,181.08</u> | <u>146,646.00</u> | <u>148,864.02</u> | <u>(7,464.92)</u> | <u>(5.09%)</u> | <u>(9,682.94)</u> | <u>(6.50%)</u> |
| Net Gain or (Loss) | <u>(105,463.21)</u> | <u>(110,693.59)</u> | <u>(120,763.97)</u> | <u>5,230.38</u> | <u>(4.73%)</u> | <u>15,300.76</u> | <u>(12.67%)</u> |

**Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 93,020.04 | 78,927.68 | 74,850.00 | 14,092.36 | 17.85% | 18,170.04 | 24.28% |
| Workshops | 501,785.49 | 486,845.33 | 589,345.04 | 14,940.16 | 3.07% | (87,559.55) | (14.86%) |
| Annual Meeting | 767,240.43 | 672,370.23 | 625,514.17 | 94,870.20 | 14.11% | 141,726.26 | 22.66% |
| Publications & CD Sales | 166,910.88 | 177,973.25 | 192,619.74 | (11,062.37) | (6.22%) | (25,708.86) | (13.35%) |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 25,346.27 | 56,949.11 | 30,924.12 | (31,602.84) | (55.49%) | (5,577.85) | (18.04%) |
| Total Income | <u>1,554,303.11</u> | <u>1,473,065.60</u> | <u>1,513,253.07</u> | <u>81,237.51</u> | <u>5.51%</u> | <u>41,050.04</u> | <u>2.71%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 475,937.04 | 468,571.40 | 490,274.34 | 7,365.64 | 1.57% | (14,337.30) | (2.92%) |
| Office Occupancy & Utilities | 49,688.93 | 46,147.61 | 50,242.72 | 3,541.32 | 7.67% | (553.79) | (1.10%) |
| Services | 582,850.10 | 591,135.15 | 543,964.48 | (8,285.05) | (1.40%) | 38,885.62 | 7.15% |
| Supplies | 4,622.98 | 9,569.35 | 4,032.17 | (4,946.37) | (51.69%) | 590.81 | 14.65% |
| Travel | 93,365.74 | 108,805.04 | 141,167.96 | (15,439.30) | (14.19%) | (47,802.22) | (33.86%) |
| Leases, Rentals, & Licenses | 53,888.92 | 31,671.31 | 33,568.19 | 22,217.61 | 70.15% | 20,320.73 | 60.54% |
| Taxes, Dues, & Subscriptions | (29,030.59) | 16,735.00 | | (45,765.59) | (273.47%) | (29,030.59) | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 21,831.77 | 17,434.41 | 64,568.10 | 4,397.36 | 25.22% | (42,736.33) | (66.19%) |
| Total Expenses | <u>1,253,154.89</u> | <u>1,290,069.27</u> | <u>1,327,817.96</u> | <u>(36,914.38)</u> | <u>(2.86%)</u> | <u>(74,663.07)</u> | <u>(5.62%)</u> |
| Net Gain or (Loss) | <u>301,148.22</u> | <u>182,996.33</u> | <u>185,435.11</u> | <u>118,151.89</u> | <u>64.57%</u> | <u>115,713.11</u> | <u>62.40%</u> |

**Society of American Archivists
Annual Meeting
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 9,632.00 | 7,283.00 | 4,350.00 | 2,349.00 | 32.25% | 5,282.00 | 121.43% |
| Workshops | | | | | 0.00% | | 0.00% |
| Annual Meeting | 767,240.43 | 672,370.23 | 625,514.17 | 94,870.20 | 14.11% | 141,726.26 | 22.66% |
| Publications & CD Sales | | | | | 0.00% | | 0.00% |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | | 20,225.25 | 1,450.00 | (20,225.25) | (100.00%) | (1,450.00) | (100.00%) |
| Total Income | <u>776,872.43</u> | <u>699,878.48</u> | <u>631,314.17</u> | <u>76,993.95</u> | <u>11.00%</u> | <u>145,558.26</u> | <u>23.06%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 132,233.11 | 132,379.15 | 135,385.61 | (146.04) | (0.11%) | (3,152.50) | (2.33%) |
| Office Occupancy & Utilities | 14,854.44 | 12,822.37 | 13,556.24 | 2,032.07 | 15.85% | 1,298.20 | 9.58% |
| Services | 296,136.22 | 318,324.21 | 285,929.99 | (22,187.99) | (6.97%) | 10,206.23 | 3.57% |
| Supplies | 1,061.63 | 4,185.92 | 1,918.60 | (3,124.29) | (74.64%) | (856.97) | (44.67%) |
| Travel | 12,419.16 | 11,450.64 | 18,120.00 | 968.52 | 8.46% | (5,700.84) | (31.46%) |
| Leases, Rentals, & Licenses | 45,223.28 | 19,376.20 | 14,852.95 | 25,847.08 | 133.40% | 30,370.33 | 204.47% |
| Taxes, Dues, & Subscriptions | (29,356.64) | 16,675.00 | | (46,031.64) | (276.05%) | (29,356.64) | 0.00% |
| Depreciation, Cost of Goods Sold & Other | (32,530.04) | (18,852.20) | (916.88) | (13,677.84) | 72.55% | (31,613.16) | 3,447.91% |
| Total Expenses | <u>440,041.16</u> | <u>496,361.29</u> | <u>468,846.51</u> | <u>(56,320.13)</u> | <u>(11.35%)</u> | <u>(28,805.35)</u> | <u>(6.14%)</u> |
| Net Gain or (Loss) | <u>336,831.27</u> | <u>203,517.19</u> | <u>162,467.66</u> | <u>133,314.08</u> | <u>65.51%</u> | <u>174,363.61</u> | <u>107.32%</u> |

**Society of American Archivists
Annual Meeting - Portland 2017
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 9,632.00 | | 4,350.00 | 9,632.00 | 0.00% | 5,282.00 | 121.43% |
| Workshops | | | | | | | |
| Annual Meeting | 767,240.43 | | 625,514.17 | 767,240.43 | 0.00% | 141,726.26 | 22.66% |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | | | 1,450.00 | | 0.00% | (1,450.00) | (100.00%) |
| Total Income | <u>776,872.43</u> | <u></u> | <u>631,314.17</u> | <u>776,872.43</u> | <u>0.00%</u> | <u>145,558.26</u> | <u>23.06%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 48,144.24 | 83,582.70 | 50,395.04 | (35,438.46) | (42.40%) | (2,250.80) | (4.47%) |
| Office Occupancy & Utilities | 6,591.86 | 7,876.49 | 5,065.23 | (1,284.63) | (16.31%) | 1,526.63 | 30.14% |
| Services | 236,761.98 | 63,614.63 | 229,436.33 | 173,147.35 | 272.18% | 7,325.65 | 3.19% |
| Supplies | 1,061.63 | 256.77 | 1,439.41 | 804.86 | 313.46% | (377.78) | (26.25%) |
| Travel | (145.22) | 8,070.05 | 5,360.00 | (8,215.27) | (101.80%) | (5,505.22) | (102.71%) |
| Leases, Rentals, & Licenses | 6,239.62 | 3,738.49 | 12,937.08 | 2,501.13 | 66.90% | (6,697.46) | (51.77%) |
| Taxes, Dues, & Subscriptions | (29,356.64) | | | (29,356.64) | 0.00% | (29,356.64) | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 170,743.69 | (167,139.13) | 164,213.48 | 337,882.82 | (202.16%) | 6,530.21 | 3.98% |
| Total Expenses | <u>440,041.16</u> | <u>(167,139.13)</u> | <u>468,846.57</u> | <u>440,041.16</u> | <u>0.00%</u> | <u>(28,805.41)</u> | <u>(6.14%)</u> |
| Net Gain or (Loss) | <u>336,831.27</u> | <u></u> | <u>162,467.60</u> | <u>336,831.27</u> | <u>0.00%</u> | <u>174,363.67</u> | <u>107.32%</u> |

**Society of American Archivists
Annual Meeting - Washington 2018
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | | | | | 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 | 84,088.87 | 2,805.05 | 84,990.57 | 81,283.82 | 2,897.77% | (901.70) | (1.06%) |
| Office Occupancy & Utilities | 8,262.58 | 267.15 | 8,491.01 | 7,995.43 | 2,992.86% | (228.43) | (2.69%) |
| Services | 56,224.24 | 171.59 | 55,853.66 | 56,052.65 | 32,666.62% | 370.58 | 0.66% |
| Supplies | | 0.82 | 479.19 | (0.82) | (100.00%) | (479.19) | (100.00%) |
| Travel | 12,564.38 | | 12,160.00 | 12,564.38 | 0.00% | 404.38 | 3.33% |
| Leases, Rentals, & Licenses | 38,983.66 | 34.89 | 1,915.87 | 38,948.77 | 111,633.05% | 37,067.79 | 1,934.78% |
| Taxes, Dues, & Subscriptions | | | | | | | |
| Depreciation, Cost of Goods Sold & Other | (200,123.73) | (3,279.50) | (163,890.36) | (196,844.23) | 6,002.26% | (36,233.37) | 22.11% |
| Total Expenses | | | (0.06) | | 0.00% | 0.06 | (100.00%) |
| Net Gain or (Loss) | | | 0.06 | | 0.00% | (0.06) | (100.00%) |

**Society of American Archivists
Annual Meeting - Atlanta 2016
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | | (7,283.00) | (100.00%) | | 0.00% |
| Workshops | | | | | | | |
| Annual Meeting | | 672,370.23 | | (672,370.23) | (100.00%) | | 0.00% |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | | 20,225.25 | | (20,225.25) | (100.00%) | | 0.00% |
| Total Income | | <u>699,878.48</u> | | <u>(699,878.48)</u> | <u>(100.00%)</u> | | <u>0.00%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | | 45,991.40 | | (45,991.40) | (100.00%) | | 0.00% |
| Office Occupancy & Utilities | | 4,678.73 | | (4,678.73) | (100.00%) | | 0.00% |
| Services | | 254,537.99 | | (254,537.99) | (100.00%) | | 0.00% |
| Supplies | | 3,928.33 | | (3,928.33) | (100.00%) | | 0.00% |
| Travel | | 3,380.59 | | (3,380.59) | (100.00%) | | 0.00% |
| Leases, Rentals, & Licenses | | 15,602.82 | | (15,602.82) | (100.00%) | | 0.00% |
| Taxes, Dues, & Subscriptions | | 16,675.00 | | (16,675.00) | (100.00%) | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | 151,566.43 | | (151,566.43) | (100.00%) | | 0.00% |
| Total Expenses | | <u>496,361.29</u> | | <u>(496,361.29)</u> | <u>(100.00%)</u> | | <u>0.00%</u> |
| Net Gain or (Loss) | | <u>203,517.19</u> | | <u>(203,517.19)</u> | <u>(100.00%)</u> | | <u>0.00%</u> |

**Society of American Archivists
Annual Meeting - Austin 2019
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | | | | | | | |
| Office Occupancy & Utilities | | | | | | | |
| Services | 3,150.00 | | 640.00 | 3,150.00 | 0.00% | 2,510.00 | 392.19% |
| Supplies | | | | | | | |
| Travel | | | 600.00 | | 0.00% | (600.00) | (100.00%) |
| Leases, Rentals, & Licenses | | | | | | | |
| Taxes, Dues, & Subscriptions | | | | | | | |
| Depreciation, Cost of Goods Sold & Other | (3,150.00) | | (1,240.00) | (3,150.00) | 0.00% | (1,910.00) | 154.03% |
| Total Expenses | | | | | 0.00% | | 0.00% |
| Net Gain or (Loss) | | | | | 0.00% | | 0.00% |

**Society of American Archivists
Publications
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 166,910.88 | 177,878.25 | 192,619.74 | (10,967.37) | (6.17%) | (25,708.86) | (13.35%) |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | 24,374.27 | 34,300.86 | 29,474.12 | (9,926.59) | (28.94%) | (5,099.85) | (17.30%) |
| Total Income | <u>191,285.15</u> | <u>212,179.11</u> | <u>222,093.86</u> | <u>(20,893.96)</u> | <u>(9.85%)</u> | <u>(30,808.71)</u> | <u>(13.87%)</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 85,725.20 | 82,678.09 | 88,818.49 | 3,047.11 | 3.69% | (3,093.29) | (3.48%) |
| Office Occupancy & Utilities | 8,739.78 | 8,391.85 | 8,877.19 | 347.93 | 4.15% | (137.41) | (1.55%) |
| Services | 88,834.00 | 89,951.27 | 94,489.44 | (1,117.27) | (1.24%) | (5,655.44) | (5.99%) |
| Supplies | 2,701.43 | 3,937.39 | 503.91 | (1,235.96) | (31.39%) | 2,197.52 | 436.09% |
| Travel | 6,408.21 | 8,560.44 | 8,680.00 | (2,152.23) | (25.14%) | (2,271.79) | (26.17%) |
| Leases, Rentals, & Licenses | 4,569.75 | 8,472.74 | 9,004.53 | (3,902.99) | (46.07%) | (4,434.78) | (49.25%) |
| Taxes, Dues, & Subscriptions | 326.05 | 60.00 | | 266.05 | 443.42% | 326.05 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 54,361.81 | 36,286.61 | 65,484.98 | 18,075.20 | 49.81% | (11,123.17) | (16.99%) |
| Total Expenses | <u>251,666.23</u> | <u>238,338.39</u> | <u>275,858.54</u> | <u>13,327.84</u> | <u>5.59%</u> | <u>(24,192.31)</u> | <u>(8.77%)</u> |
| Net Gain or (Loss) | <u>(60,381.08)</u> | <u>(26,159.28)</u> | <u>(53,764.68)</u> | <u>(34,221.80)</u> | <u>130.82%</u> | <u>(6,616.40)</u> | <u>12.31%</u> |

**Society of American Archivists
Education
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 501,785.49 | 486,845.33 | 589,345.04 | 14,940.16 | 3.07% | (87,559.55) | (14.86%) |
| Annual Meeting | | | | | | | |
| Publications & CD Sales | | 95.00 | | (95.00) | (100.00%) | | 0.00% |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | 972.00 | 2,423.00 | | (1,451.00) | (59.88%) | 972.00 | 0.00% |
| Total Income | <u>502,757.49</u> | <u>489,363.33</u> | <u>589,345.04</u> | <u>13,394.16</u> | <u>2.74%</u> | <u>(86,587.55)</u> | <u>(14.69%)</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 254,280.12 | 249,145.00 | 262,279.92 | 5,135.12 | 2.06% | (7,999.80) | (3.05%) |
| Office Occupancy & Utilities | 25,712.41 | 24,518.87 | 27,429.68 | 1,193.54 | 4.87% | (1,717.27) | (6.26%) |
| Services | 170,871.09 | 162,472.64 | 140,831.21 | 8,398.45 | 5.17% | 30,039.88 | 21.33% |
| Supplies | 859.92 | 1,445.11 | 1,588.12 | (585.19) | (40.49%) | (728.20) | (45.85%) |
| Travel | 74,062.97 | 87,517.35 | 112,753.96 | (13,454.38) | (15.37%) | (38,690.99) | (34.31%) |
| Leases, Rentals, & Licenses | 4,049.65 | 3,768.49 | 9,624.59 | 281.16 | 7.46% | (5,574.94) | (57.92%) |
| Taxes, Dues, & Subscriptions | | | | | | | |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | <u>529,836.16</u> | <u>528,867.46</u> | <u>554,507.48</u> | <u>968.70</u> | <u>0.18%</u> | <u>(24,671.32)</u> | <u>(4.45%)</u> |
| Net Gain or (Loss) | <u>(27,078.67)</u> | <u>(39,504.13)</u> | <u>34,837.56</u> | <u>12,425.46</u> | <u>(31.45%)</u> | <u>(61,916.23)</u> | <u>(177.73%)</u> |

**Society of American Archivists
Career Services
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 83,388.04 | 71,644.68 | 70,500.00 | 11,743.36 | 16.39% | 12,888.04 | 18.28% |
| Workshops | | | | | | | |
| Annual Meeting | | | | | | | |
| Publications & CD Sales | | | | | | | |
| Contributions | | | | | | | |
| Investments | | | | | | | |
| Shipping, Handling, & Other | | | | | | | |
| Total Income | <u>83,388.04</u> | <u>71,644.68</u> | <u>70,500.00</u> | <u>11,743.36</u> | <u>16.39%</u> | <u>12,888.04</u> | <u>18.28%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 3,698.61 | 4,369.16 | 3,790.32 | (670.55) | (15.35%) | (91.71) | (2.42%) |
| Office Occupancy & Utilities | 382.30 | 414.52 | 379.61 | (32.22) | (7.77%) | 2.69 | 0.71% |
| Services | 27,008.79 | 20,387.03 | 22,713.84 | 6,621.76 | 32.48% | 4,294.95 | 18.91% |
| Supplies | 0.93 | 0.93 | 21.54 | (0.93) | (100.00%) | (21.54) | (100.00%) |
| Travel | 475.40 | 1,276.61 | 1,614.00 | (801.21) | (62.76%) | (1,138.60) | (70.55%) |
| Leases, Rentals, & Licenses | 46.24 | 53.88 | 86.12 | (7.64) | (14.18%) | (39.88) | (46.31%) |
| Taxes, Dues, & Subscriptions | | | | | | | |
| Depreciation, Cost of Goods Sold & Other | | | | | | | |
| Total Expenses | <u>31,611.34</u> | <u>26,502.13</u> | <u>28,605.43</u> | <u>5,109.21</u> | <u>19.28%</u> | <u>3,005.91</u> | <u>10.51%</u> |
| Net Gain or (Loss) | <u>51,776.70</u> | <u>45,142.55</u> | <u>41,894.57</u> | <u>6,634.15</u> | <u>14.70%</u> | <u>9,882.13</u> | <u>23.59%</u> |

**Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | | 20.00 | | (20.00) | (100.00%) | | 0.00% |
| Investments | 19,620.35 | 13,014.56 | 11,203.00 | 6,605.79 | 50.76% | 8,417.35 | 75.13% |
| Shipping, Handling, & Other | 1,270.31 | 52.37 | | 1,217.94 | 2,325.64% | 1,270.31 | 0.00% |
| Total Income | <u>20,890.66</u> | <u>13,086.93</u> | <u>11,203.00</u> | <u>7,803.73</u> | <u>59.63%</u> | <u>9,687.66</u> | <u>86.47%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 421,042.75 | 434,394.42 | 444,755.92 | (13,351.67) | (3.07%) | (23,713.17) | (5.33%) |
| Office Occupancy & Utilities | 44,746.24 | 41,378.67 | 46,879.82 | 3,367.57 | 8.14% | (2,133.58) | (4.55%) |
| Services | 199,613.30 | 209,210.49 | 219,246.50 | (9,597.19) | (4.59%) | (19,633.20) | (8.95%) |
| Supplies | 7,927.20 | 5,580.84 | 3,534.42 | 2,346.36 | 42.04% | 4,392.78 | 124.29% |
| Travel | 51,554.58 | 47,636.23 | 62,454.00 | 3,918.35 | 8.23% | (10,899.42) | (17.45%) |
| Leases, Rentals, & Licenses | 6,779.89 | 5,774.25 | 8,654.88 | 1,005.64 | 17.42% | (1,874.99) | (21.66%) |
| Taxes, Dues, & Subscriptions | 19,717.36 | 28,138.42 | 24,610.00 | (8,421.06) | (29.93%) | (4,892.64) | (19.88%) |
| Depreciation, Cost of Goods Sold & Other | 49,665.17 | 57,390.89 | 53,206.39 | (7,725.72) | (13.46%) | (3,541.22) | (6.66%) |
| Total Expenses | <u>801,046.49</u> | <u>829,504.21</u> | <u>863,341.93</u> | <u>(28,457.72)</u> | <u>(3.43%)</u> | <u>(62,295.44)</u> | <u>(7.22%)</u> |
| Net Gain or (Loss) | <u>(780,155.83)</u> | <u>(816,417.28)</u> | <u>(852,138.93)</u> | <u>36,261.45</u> | <u>(4.44%)</u> | <u>71,983.10</u> | <u>(8.45%)</u> |

**Society of American Archivists
General & Administrative
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | | 20.00 | | (20.00) | (100.00%) | | 0.00% |
| Investments | 19,620.35 | 13,014.56 | 11,203.00 | 6,605.79 | 50.76% | 8,417.35 | 75.13% |
| Shipping, Handling, & Other | 270.31 | 52.37 | | 217.94 | 416.15% | 270.31 | 0.00% |
| Total Income | <u>19,890.66</u> | <u>13,086.93</u> | <u>11,203.00</u> | <u>6,803.73</u> | <u>51.99%</u> | <u>8,687.66</u> | <u>77.55%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 238,704.23 | 261,249.53 | 256,812.39 | (22,545.30) | (8.63%) | (18,108.16) | (7.05%) |
| Office Occupancy & Utilities | 25,303.20 | 23,846.57 | 25,863.11 | 1,456.63 | 6.11% | (559.91) | (2.16%) |
| Services | 167,525.84 | 150,926.36 | 163,382.07 | 16,599.48 | 11.00% | 4,143.77 | 2.54% |
| Supplies | 7,028.28 | 4,957.15 | 2,467.53 | 2,071.13 | 41.78% | 4,560.75 | 184.83% |
| Travel | 4,538.74 | 3,223.52 | 14,739.00 | 1,315.22 | 40.80% | (10,200.26) | (69.21%) |
| Leases, Rentals, & Licenses | 3,814.84 | 3,090.16 | 4,389.39 | 724.68 | 23.45% | (574.55) | (13.09%) |
| Taxes, Dues, & Subscriptions | 4,808.37 | 12,641.17 | 8,950.00 | (7,832.80) | (61.96%) | (4,141.63) | (46.28%) |
| Depreciation, Cost of Goods Sold & Other | 49,665.17 | 57,390.89 | 53,206.39 | (7,725.72) | (13.46%) | (3,541.22) | (6.66%) |
| Total Expenses | <u>501,388.67</u> | <u>517,325.35</u> | <u>529,809.88</u> | <u>(15,936.68)</u> | <u>(3.08%)</u> | <u>(28,421.21)</u> | <u>(5.36%)</u> |
| Net Gain or (Loss) | <u>(481,498.01)</u> | <u>(504,238.42)</u> | <u>(518,606.88)</u> | <u>22,740.41</u> | <u>(4.51%)</u> | <u>37,108.87</u> | <u>(7.16%)</u> |

**Society of American Archivists
Governance
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 107,476.48 | 96,690.76 | 110,608.30 | 10,785.72 | 11.15% | (3,131.82) | (2.83%) |
| Office Occupancy & Utilities | 11,903.63 | 10,296.81 | 13,283.77 | 1,606.82 | 15.61% | (1,380.14) | (10.39%) |
| Services | 26,126.58 | 44,377.91 | 31,476.75 | (18,251.33) | (41.13%) | (5,350.17) | (17.00%) |
| Supplies | 615.17 | 600.25 | 628.14 | 14.92 | 2.49% | (12.97) | (2.06%) |
| Travel | 31,276.32 | 34,351.76 | 28,930.00 | (3,075.44) | (8.95%) | 2,346.32 | 8.11% |
| Leases, Rentals, & Licenses | 2,038.65 | 1,741.13 | 2,511.31 | 297.52 | 17.09% | (472.66) | (18.82%) |
| Taxes, Dues, & Subscriptions | 2,890.00 | 3,497.25 | 3,660.00 | (607.25) | (17.36%) | (770.00) | (21.04%) |
| Depreciation, Cost of Goods Sold & Other | | | | | | | |
| Total Expenses | 182,326.83 | 191,555.87 | 191,098.27 | (9,229.04) | (4.82%) | (8,771.44) | (4.59%) |
| Net Gain or (Loss) | (182,326.83) | (191,555.87) | (191,098.27) | 9,229.04 | (4.82%) | 8,771.44 | (4.59%) |

**Society of American Archivists
Advocacy
For the Twelve Months Ending Saturday, June 30, 2018**

| | <u>Year-To-Date 6/30/2018</u> | <u>Year-To-Date 6/30/2017</u> | <u>Budget 6/30/2018</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 | 1,000.00 | | | 1,000.00 | 0.00% | 1,000.00 | 0.00% |
| Total Income | <u>1,000.00</u> | | | <u>1,000.00</u> | <u>0.00%</u> | <u>1,000.00</u> | <u>0.00%</u> |
| Expenses | | | | | | | |
| Salaries, Wages, & Benefits | 74,862.04 | 76,454.13 | 77,335.23 | (1,592.09) | (2.08%) | (2,473.19) | (3.20%) |
| Office Occupancy & Utilities | 7,539.41 | 7,235.29 | 7,732.94 | 304.12 | 4.20% | (193.53) | (2.50%) |
| Services | 5,960.88 | 13,906.22 | 24,387.68 | (7,945.34) | (57.14%) | (18,426.80) | (75.56%) |
| Supplies | 283.75 | 23.44 | 438.75 | 260.31 | 1,110.54% | (155.00) | (35.33%) |
| Travel | 15,739.52 | 10,060.95 | 18,785.00 | 5,678.57 | 56.44% | (3,045.48) | (16.21%) |
| Leases, Rentals, & Licenses | 926.40 | 942.96 | 1,754.18 | (16.56) | (1.76%) | (827.78) | (47.19%) |
| Taxes, Dues, & Subscriptions | 12,018.99 | 12,000.00 | 12,000.00 | 18.99 | 0.16% | 18.99 | 0.16% |
| Depreciation, Cost of Goods Sold & Other | | | | | | | |
| Total Expenses | <u>117,330.99</u> | <u>120,622.99</u> | <u>142,433.78</u> | <u>(3,292.00)</u> | <u>(2.73%)</u> | <u>(25,102.79)</u> | <u>(17.62%)</u> |
| Net Gain or (Loss) | <u>(116,330.99)</u> | <u>(120,622.99)</u> | <u>(142,433.78)</u> | <u>4,292.00</u> | <u>(3.56%)</u> | <u>26,102.79</u> | <u>(18.33%)</u> |