

**Society of American Archivists
Council Meeting
August 3, 2020
Virtual Meeting**

**May 2020 Year-to-Date Financial Statements (FY 2020)
(Prepared by Amy Fitch and Peter Carlson)**

Overview

For the month ending May 31, 2020, SAA posted a net loss of \$20,108. This is a *favorable* variance of \$28,271, as the *budgeted loss* for May was \$55,379. This represents the first month of this fiscal year that SAA financial performance was better than budget. Notably, Education programs for the month of May posted a net gain of more than \$46,000, including \$5,000 in grant funding from the SAA Foundation! In addition, tax credits from the CARES Act's Employee Retention Tax Credit program helped reduce direct cash flows by \$20,248.

Total revenues as of May 31 were lower than last year and budget by \$338,337 (11.89%) and \$84,205 (3.25%), respectively. Total expenses were higher than last year by \$10,593 (0.42%) and lower than budget by \$112,476 (4.25%).

Note: The net loss for May was \$20,108, in part due to unrealized gains for Operations investments totaling \$24,324, so our operational net loss is actually \$44,432—still better than our budgeted net loss of \$55,379.

Balance Sheet

Cash and Investments balances were lower than last year by \$527,737 (27.99%) and total deferred revenues were lower than last year by \$286,416 (29.39%). The variance in deferred revenues reflects the effects of the COVID-19 pandemic, as Annual Meeting registration, sponsorship, and exhibitor revenues were down sharply. Education and Annual Meeting deferred revenues are down by 57.94% and 100%, respectively. Notably, Membership deferred revenues were down by \$35,761 (6.28%), the second month of significant contraction in Membership revenue expectations. The significant reduction in cash balance is due to the large outlays for Nimble AMS and live-streaming at the 2019 Annual Meeting in Austin, as well as the absence of receipts for AM 2020, which had yet to open for registration.

Income Statement

For the month ending May 31, 2020, SAA posted a net loss of \$20,108. This net loss is greater than last year by \$348,930 (108.42%) and better than budget by \$28,271 (51.05%). All cost centers with the exception of Publications, *American Archivist*, Governance, and General and Administrative had lower-than-budgeted revenue. Expenses were higher than budget in four cost centers: Annual Meeting, Publications, *American Archivist*, and Governance. Overall, total expenses are higher than last year by \$10,593 (0.42%) and lower than budget by \$112,476 (4.25%).

Specific points of interest are as follows:

- Membership:** As of May 31, the overall membership count was down by 66 (1.16%), and dues revenue was lower than last year and budget by \$21,053 (2.2%) and \$29,215 (3.03%), respectively. Membership's net gain for May was lower than last year and budget by \$32,239 (3.86%) and \$3,273 (0.41%), respectively. Membership deferred revenues in May were lower than last year by \$35,761 (6.28%). The decline in deferred revenue continues to accelerate gradually, an indication that COVID-19 is having an impact on Membership revenues.
- American Archivist:** The Journal showed a net loss of \$67,557 as of May 31, which is \$56,375 (504.19%) greater than last year and \$13,703 (25.44%) greater than the budgeted net loss of \$53,854. Total revenues were lower than last year and budget by \$38,726 (37.12%) and \$6,448 (10.90%), respectively. Expenses are higher than last year and budget by \$17,649 (37.12%) and \$20,151 (17.83%), respectively. The variance with last year and budget is the result of timing, as actual publication dates varied from timing assumptions included in the budget. In addition, expenses for this program are higher due to the unbudgeted Editorial Board meeting. When timing issues resolve in June, this program will be slightly over budget.
- Archival Outlook:** The magazine's net loss as of May 31 was \$85,164, which is smaller than last year and budget by \$20,916 (19.72%) and \$4,516 (5.04%), respectively. Advertising revenue was higher than last year by \$7,642 (31.21%) and lower than budget by \$4,877 (13.18%). The variance with budget is due to timing of revenue recognition, and this program should finish the year on-budget.
- Annual Meeting:** As of May 31, the Joint Annual Meeting in Austin showed a net gain of \$76,880, which is lower than last year and budget by \$284,997 (78.76%) and \$40,309 (34.4%), respectively. Revenues were lower than last year and budget by \$302,813 (29.57%) and \$26,737 (3.58%), respectively. Although we budgeted for 1,779 attendees, paid attendance was 1,701—and thus the revenue shortfall of 3.6% was expected.
- Publications:** Publications showed a net loss of \$101,336 on May 31, greater than last year by \$15,295 (17.78%) and better than budget by \$10,835 (9.66%). Total revenue as of May 31 was higher than last year by \$95,345 (64.04%) and exceeded budget by \$39,034 (19.02%). Expenses as of May 31 were higher than last year and budget by \$110,640 (47.09%) and \$28,199 (8.89%), respectively. The large variance when compared with FY 2019 and budgeted expenses reflects the fact that expenses for picking, packing, and distribution increase as sales (and revenue) increase. In addition, Cost-of-Goods-Sold (COGS) is always a larger share of overall costs for new (first-print-run) titles than for standing inventory items.
- Education:** Education posted a net *gain* of \$12,487 for the period ending May 31. This performance falls short of last year and budget by \$34,624 (73.50%) and \$2,366 (15.93%), respectively. However, the Education program was very successful in May, with a net gain of more than \$46,000. While total revenues fell short of budget estimates by \$90,311 (19%), expenses were under budget by \$87,945 (19.1%). This reflects a very successful effort to

transition to online several in-person courses that were cancelled due to shelter-in-place orders.

- **Career Services:** As of May 31, Career Services posted a net gain of \$33,889, which is lower than last year and budget by \$13,960 (29.17%) and \$10,432 (23.54%), respectively. Revenues are lower than last year and budget by \$17,872 (22.45%) and \$15,536 (20.11%), respectively. The COVID-19 pandemic has all but shut down the professional job market, and Career Center performance reflects this with revenues declining by more than 70% in May.
- **General and Administrative:** The net loss in G&A for the period ending May 31 was \$434,362, which is a smaller net loss than last year and budget by \$66,693 (13.31%) and \$43,125 (9.03%), respectively. The variances with last year and budget reflect the booking of unrealized gains on the Operation CD portfolio as well as savings accruing from SAA's use of the CARES Act's Employee Retention Tax Credit (ERTC). Unlike salaries, wages, and benefits, which are allocated across all programs according to staff effort, the ERTC has been accounted for entirely in the General and Administrative income statement. This easily auditable decision has the effect of reducing G&A expenses while preserving normal expense bases for all other program areas. Without this reduction in expenses, G&A's net loss would be greater than budget estimates.
- **Governance:** As of May 31, Governance posted a net loss of \$148,587. This is a higher net loss than last year by \$12,171 (8.92%) and is slightly better than budget, by \$905 (0.61%). The variances with last year and budget are the result of added food and beverage and audio-visual expenses associated with the Annual Meeting, including the costs of the Presidents' Reception, an unbudgeted luncheon of the current and immediate past Nominating Committee members for orientation purposes, and audio-recording of section meetings. In addition, the unbudgeted meeting of the Tragedy Response Initiative Task Force in February contributed to this variance. Going forward, it is possible that this program will come in close to budget as COVID-19 travel restrictions resulted in the cancellation of the in-person Council meeting in May.
- **Advocacy:** As of May 31, Advocacy posted a net loss of \$116,002, less than last year and budget by \$13,123 (10.16%) and \$38,972 (25.15%), respectively. The variance with last year and budget is due to cancellation of the public relations/public awareness media training planned for in the budget.

**Society of American Archivists
Balance Sheet - Operations
Sunday, May 31, 2020**

0820-VI-C-FY20FinRev

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,357,597.83	\$1,885,335.15	(\$527,737.32)	(27.99%)
Accounts Receivable	3,942.21	9,421.09	(5,478.88)	(58.16%)
Equipment	52,287.89	60,069.86	(7,781.97)	(12.95%)
Deposits	11,608.41	9,054.20	2,554.21	28.21%
Inventory	101,479.74	110,256.06	(8,776.32)	(7.96%)
Prepaid Expenses	149,953.99	177,953.16	(27,999.17)	(15.73%)
Due From Operations	474,880.91	338,583.01	136,297.90	40.26%
Due From Foundation	527,807.55	481,683.34	46,124.21	9.58%
Cash Clearing	119.66		119.66	(100.00%)
Total Assets	<u><u>2,679,678.19</u></u>	<u><u>3,072,355.87</u></u>	<u><u>(392,677.68)</u></u>	<u><u>(12.78%)</u></u>
Liabilities				
Accounts Payable	44,383.18	22,384.39	21,998.79	98.28%
Salaries and Wages Payable	54,268.64	41,700.82	12,567.82	30.14%
Deferred Revenues				
Annual Meeting		189,709.00	(189,709.00)	(100.00%)
Subscriptions	74,702.51	47,542.50	27,160.01	57.13%
Membership	533,316.48	569,077.38	(35,760.90)	(6.28%)
Education	19,575.00	46,546.00	(26,971.00)	(57.94%)
Sponsors		14,800.00	(14,800.00)	(100.00%)
Advertising	1,000.00	4,820.00	(3,820.00)	(79.25%)
Exhibitors	59,400.00	101,800.00	(42,400.00)	(41.65%)
Consultants		115.50	(115.50)	(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	687,993.99	974,410.38	(286,416.39)	(29.39%)
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	25,554.73	103,638.63	(78,083.90)	(75.34%)
Deferred Rent	11,230.86	12,295.73	(1,064.87)	(8.66%)
Total Liabilities	<u><u>2,002,494.55</u></u>	<u><u>2,046,242.14</u></u>	<u><u>(43,747.59)</u></u>	<u><u>(2.14%)</u></u>
Net Assets				
Fund Balance	704,291.23	704,291.23		0.00%
Net Gain or Loss	(27,107.59)	321,822.50	(348,930.09)	(108.42%)
Total Net Assets	<u><u>677,183.64</u></u>	<u><u>1,026,113.73</u></u>	<u><u>(348,930.09)</u></u>	<u><u>(34.01%)</u></u>
Total Liabilities and Net Assets	<u><u>2,679,678.19</u></u>	<u><u>3,072,355.87</u></u>	<u><u>(392,677.68)</u></u>	<u><u>(12.78%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Eleven Months Ending Sunday, May 31, 2020

	<u>Year-To-Date</u> <u>5/31/2020</u>	<u>Year-To-Date</u> <u>5/31/2019</u>	<u>Budget</u> <u>5/31/2020</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	\$802,644.18	\$834,883.14	\$805,916.97	(\$32,238.96)	(3.86%)	(\$3,272.79)	(0.41%)
Annual Meeting	76,880.02	361,876.52	117,189.24	(284,996.50)	(78.76%)	(40,309.22)	(34.40%)
Publications	(101,335.59)	(86,040.25)	(112,171.02)	(15,295.34)	17.78%	10,835.43	(9.66%)
Education	12,486.60	47,111.06	14,852.17	(34,624.46)	(73.50%)	(2,365.57)	(15.93%)
Career Services	33,889.19	47,849.11	44,321.15	(13,959.92)	(29.17%)	(10,431.96)	(23.54%)
American Archivist	(67,556.76)	(11,181.29)	(53,853.86)	(56,375.47)	504.19%	(13,702.90)	25.44%
Archival Outlook	(85,163.64)	(106,079.79)	(89,679.40)	20,916.15	(19.72%)	4,515.76	(5.04%)
General & Administrative	(434,361.92)	(501,054.57)	(477,487.11)	66,692.65	(13.31%)	43,125.19	(9.03%)
Advocacy	(116,002.26)	(129,125.04)	(154,974.28)	13,122.78	(10.16%)	38,972.02	(25.15%)
Governance	(148,587.41)	(136,416.39)	(149,492.51)	(12,171.02)	8.92%	905.10	(0.61%)
Total Net Gain/(Loss)	(27,107.59)	321,822.50	(55,378.65)	(348,930.09)	(108.42%)	28,271.06	(51.05%)

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Eleven Months Ending Sunday, May 31, 2020

	<u>Year-To-Date</u> <u>5/31/2020</u>	<u>Year-To-Date</u> <u>5/31/2019</u>	<u>Budget</u> <u>5/31/2020</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	\$935,161.67	\$955,667.54	\$963,904.42	(\$20,505.87)	(2.15%)	(\$28,742.75)	(2.98%)
Annual Meeting	721,074.00	1,023,887.09	747,810.54	(302,813.09)	(29.57%)	(26,736.54)	(3.58%)
Publications	244,236.07	148,891.21	205,201.77	95,344.86	64.04%	39,034.30	19.02%
Education	385,047.34	472,731.19	475,358.34	(87,683.85)	(18.55%)	(90,311.00)	(19.00%)
Career Services	61,728.65	79,600.66	77,264.38	(17,872.01)	(22.45%)	(15,535.73)	(20.11%)
American Archivist	65,597.99	104,324.11	59,150.00	(38,726.12)	(37.12%)	6,447.99	10.90%
Archival Outlook	33,177.77	26,316.25	38,535.38	6,861.52	26.07%	(5,357.61)	(13.90%)
General & Administrative	56,158.59	33,155.93	24,162.00	23,002.66	69.38%	31,996.59	132.43%
Advocacy		250.00		(250.00)	(100.00%)		0.00%
Governance	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
Total Revenues	2,507,182.08	2,845,518.98	2,591,386.83	(338,336.90)	(11.89%)	(84,204.75)	(3.25%)
Expenses							
Membership	132,517.49	120,784.40	157,987.45	11,733.09	9.71%	(25,469.96)	(16.12%)
Annual Meeting	644,193.98	662,010.57	630,621.30	(17,816.59)	(2.69%)	13,572.68	2.15%
Publications	345,571.66	234,931.46	317,372.79	110,640.20	47.09%	28,198.87	8.89%
Education	372,560.74	425,620.13	460,506.17	(53,059.39)	(12.47%)	(87,945.43)	(19.10%)
Career Services	27,839.46	31,751.55	32,943.23	(3,912.09)	(12.32%)	(5,103.77)	(15.49%)
American Archivist	133,154.75	115,505.40	113,003.86	17,649.35	15.28%	20,150.89	17.83%
Archival Outlook	118,341.41	132,396.04	128,214.78	(14,054.63)	(10.62%)	(9,873.37)	(7.70%)
General & Administrative	490,520.51	534,210.50	501,649.11	(43,689.99)	(8.18%)	(11,128.60)	(2.22%)
Advocacy	116,002.26	129,375.04	154,974.28	(13,372.78)	(10.34%)	(38,972.02)	(25.15%)
Governance	153,587.41	137,111.39	149,492.51	16,476.02	12.02%	4,094.90	2.74%
Total Expenses	2,534,289.67	2,523,696.48	2,646,765.48	10,593.19	0.42%	(112,475.81)	(4.25%)
Total Net Gain/(Loss)	(27,107.59)	321,822.50	(55,378.65)	(348,930.09)	(108.42%)	28,271.06	(51.05%)

**Society of American Archivists
Consolidated Statement of Activities
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$933,889.07	\$954,941.94	\$963,104.42	(\$21,052.87)	(2.20%)	(\$29,215.35)	(3.03%)
Subscriptions & Advertising	160,221.41	208,716.41	174,014.38	(48,495.00)	(23.23%)	(13,792.97)	(7.93%)
Workshops	376,777.44	472,187.19	475,358.34	(95,409.75)	(20.21%)	(98,580.90)	(20.74%)
Annual Meeting	722,774.00	1,016,067.09	742,160.54	(293,293.09)	(28.87%)	(19,386.54)	(2.61%)
Publications & CD Sales	205,959.52	126,008.45	184,273.19	79,951.07	63.45%	21,686.33	11.77%
Contributions					0.00%		0.00%
Investments	49,840.30	28,597.70	24,162.00	21,242.60	74.28%	25,678.30	106.28%
Shipping, Handling, & Other	57,720.34	39,000.20	28,313.96	18,720.14	48.00%	29,406.38	103.86%
Total Income	<u>2,507,182.08</u>	<u>2,845,518.98</u>	<u>2,591,386.83</u>	<u>(338,336.90)</u>	<u>(11.89%)</u>	<u>(84,204.75)</u>	<u>(3.25%)</u>
Expenses							
Salaries, Wages, & Benefits	1,025,055.54	1,031,038.55	1,062,032.58	(5,983.01)	(0.58%)	(36,977.04)	(3.48%)
Office Occupancy & Utilities	102,591.97	98,287.13	110,900.92	4,304.84	4.38%	(8,308.95)	(7.49%)
Services	1,012,311.36	1,020,773.00	995,295.04	(8,461.64)	(0.83%)	17,016.32	1.71%
Supplies	19,939.63	21,172.45	8,683.78	(1,232.82)	(5.82%)	11,255.85	129.62%
Travel	97,527.52	162,146.99	145,723.76	(64,619.47)	(39.85%)	(48,196.24)	(33.07%)
Leases, Rentals, & Licenses	18,427.29	31,864.68	44,713.16	(13,437.39)	(42.17%)	(26,285.87)	(58.79%)
Taxes, Dues, & Subscriptions	42,798.90	10,672.29	42,500.00	32,126.61	301.03%	298.90	0.70%
Depreciation, Cost of Goods Sold & Other	215,637.46	147,741.39	236,916.24	67,896.07	45.96%	(21,278.78)	(8.98%)
Total Expenses	<u>2,534,289.67</u>	<u>2,523,696.48</u>	<u>2,646,765.48</u>	<u>10,593.19</u>	<u>0.42%</u>	<u>(112,475.81)</u>	<u>(4.25%)</u>
Net Gain or (Loss)	<u>(27,107.59)</u>	<u>321,822.50</u>	<u>(55,378.65)</u>	<u>(348,930.09)</u>	<u>(108.42%)</u>	<u>28,271.06</u>	<u>(51.05%)</u>

**Society of American Archivists
Membership and Periodicals
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	\$933,889.07	\$954,941.94	\$963,104.42	(\$21,052.87)	(2.20%)	(\$29,215.35)	(3.03%)
Subscriptions & Advertising	97,592.76	121,295.75	92,450.00	(23,702.99)	(19.54%)	5,142.76	5.56%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	2,455.60	10,070.21	6,035.38	(7,614.61)	(75.62%)	(3,579.78)	(59.31%)
Total Income	<u>1,033,937.43</u>	<u>1,086,307.90</u>	<u>1,061,589.80</u>	<u>(52,370.47)</u>	<u>(4.82%)</u>	<u>(27,652.37)</u>	<u>(2.60%)</u>
Expenses							
Salaries, Wages, & Benefits	172,949.19	180,286.37	181,271.30	(7,337.18)	(4.07%)	(8,322.11)	(4.59%)
Office Occupancy & Utilities	16,744.72	16,465.05	18,068.06	279.67	1.70%	(1,323.34)	(7.32%)
Services	164,947.72	167,152.19	175,559.09	(2,204.47)	(1.32%)	(10,611.37)	(6.04%)
Supplies	236.05	1,236.33	2,130.23	(1,000.28)	(80.91%)	(1,894.18)	(88.92%)
Travel	13,432.64	1,010.84		12,421.80	1,228.86%	13,432.64	0.00%
Leases, Rentals, & Licenses	1,874.28	1,919.26	1,928.16	(44.98)	(2.34%)	(53.88)	(2.79%)
Taxes, Dues, & Subscriptions		615.80		(615.80)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	13,829.05		20,249.25	13,829.05	0.00%	(6,420.20)	(31.71%)
Total Expenses	<u>384,013.65</u>	<u>368,685.84</u>	<u>399,206.09</u>	<u>15,327.81</u>	<u>4.16%</u>	<u>(15,192.44)</u>	<u>(3.81%)</u>
Net Gain or (Loss)	<u>649,923.78</u>	<u>717,622.06</u>	<u>662,383.71</u>	<u>(67,698.28)</u>	<u>(9.43%)</u>	<u>(12,459.93)</u>	<u>(1.88%)</u>

**Society of American Archivists
Membership
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$933,889.07	\$954,941.94	\$963,104.42	(\$21,052.87)	(2.20%)	(\$29,215.35)	(3.03%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,272.60</u>	<u>725.60</u>	<u>800.00</u>	<u>547.00</u>	<u>75.39%</u>	<u>472.60</u>	<u>59.08%</u>
Total Income	<u><u>935,161.67</u></u>	<u><u>955,667.54</u></u>	<u><u>963,904.42</u></u>	<u><u>(20,505.87)</u></u>	<u><u>(2.15%)</u></u>	<u><u>(28,742.75)</u></u>	<u><u>(2.98%)</u></u>
Expenses							
Salaries, Wages, & Benefits	96,844.05	97,827.05	101,373.69	(983.00)	(1.00%)	(4,529.64)	(4.47%)
Office Occupancy & Utilities	9,219.15	8,897.35	10,015.17	321.80	3.62%	(796.02)	(7.95%)
Services	11,339.60	11,548.09	23,572.93	(208.49)	(1.81%)	(12,233.33)	(51.90%)
Supplies	236.05	1,114.10	1,698.27	(878.05)	(78.81%)	(1,462.22)	(86.10%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,049.59	1,045.84	1,078.14	3.75	0.36%	(28.55)	(2.65%)
Taxes, Dues, & Subscriptions		19.13		(19.13)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>13,829.05</u>		<u>20,249.25</u>	<u>13,829.05</u>	<u>0.00%</u>	<u>(6,420.20)</u>	<u>(31.71%)</u>
Total Expenses	<u><u>132,517.49</u></u>	<u><u>120,784.40</u></u>	<u><u>157,987.45</u></u>	<u><u>11,733.09</u></u>	<u><u>9.71%</u></u>	<u><u>(25,469.96)</u></u>	<u><u>(16.12%)</u></u>
Net Gain or (Loss)	<u><u>802,644.18</u></u>	<u><u>834,883.14</u></u>	<u><u>805,916.97</u></u>	<u><u>(32,238.96)</u></u>	<u><u>(3.86%)</u></u>	<u><u>(3,272.79)</u></u>	<u><u>(0.41%)</u></u>

**Society of American Archivists
Periodicals (AA & AO)
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	97,592.76	121,295.75	92,450.00	(23,702.99)	(19.54%)	5,142.76	5.56%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,183.00	9,344.61	5,235.38	(8,161.61)	(87.34%)	(4,052.38)	(77.40%)
Total Income	<u>98,775.76</u>	<u>130,640.36</u>	<u>97,685.38</u>	<u>(31,864.60)</u>	<u>(24.39%)</u>	<u>1,090.38</u>	<u>1.12%</u>
Expenses							
Salaries, Wages, & Benefits	76,105.14	82,459.32	79,897.61	(6,354.18)	(7.71%)	(3,792.47)	(4.75%)
Office Occupancy & Utilities	7,525.57	7,567.70	8,052.89	(42.13)	(0.56%)	(527.32)	(6.55%)
Services	153,608.12	155,604.10	151,986.16	(1,995.98)	(1.28%)	1,621.96	1.07%
Supplies		122.23	431.96	(122.23)	(100.00%)	(431.96)	(100.00%)
Travel	13,432.64	678.00		12,754.64	1,881.22%	13,432.64	0.00%
Leases, Rentals, & Licenses	824.69	873.42	850.02	(48.73)	(5.58%)	(25.33)	(2.98%)
Taxes, Dues, & Subscriptions		596.67		(596.67)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>251,496.16</u>	<u>247,901.44</u>	<u>241,218.64</u>	<u>3,594.72</u>	<u>1.45%</u>	<u>10,277.52</u>	<u>4.26%</u>
Net Gain or (Loss)	<u>(152,720.40)</u>	<u>(117,261.08)</u>	<u>(143,533.26)</u>	<u>(35,459.32)</u>	<u>30.24%</u>	<u>(9,187.14)</u>	<u>6.40%</u>

**Society of American Archivists
American Archivist
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	65,469.99	96,814.50	55,450.00	(31,344.51)	(32.38%)	10,019.99	18.07%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	128.00	7,509.61	3,700.00	(7,381.61)	(98.30%)	(3,572.00)	(96.54%)
Total Income	<u>65,597.99</u>	<u>104,324.11</u>	<u>59,150.00</u>	<u>(38,726.12)</u>	<u>(37.12%)</u>	<u>6,447.99</u>	<u>10.90%</u>
Expenses							
Salaries, Wages, & Benefits	30,135.89	36,574.12	32,863.03	(6,438.23)	(17.60%)	(2,727.14)	(8.30%)
Office Occupancy & Utilities	3,132.39	3,342.86	3,404.73	(210.47)	(6.30%)	(272.34)	(8.00%)
Services	86,129.08	74,630.18	76,209.30	11,498.90	15.41%	9,919.78	13.02%
Supplies		121.10	177.55	(121.10)	(100.00%)	(177.55)	(100.00%)
Travel	13,432.64	160.00		13,272.64	8,295.40%	13,432.64	0.00%
Leases, Rentals, & Licenses	324.75	378.80	349.25	(54.05)	(14.27%)	(24.50)	(7.02%)
Taxes, Dues, & Subscriptions		298.34		(298.34)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>133,154.75</u>	<u>115,505.40</u>	<u>113,003.86</u>	<u>17,649.35</u>	<u>15.28%</u>	<u>20,150.89</u>	<u>17.83%</u>
Net Gain or (Loss)	<u>(67,556.76)</u>	<u>(11,181.29)</u>	<u>(53,853.86)</u>	<u>(56,375.47)</u>	<u>504.19%</u>	<u>(13,702.90)</u>	<u>25.44%</u>

**Society of American Archivists
Archival Outlook
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	32,122.77	24,481.25	37,000.00	7,641.52	31.21%	(4,877.23)	(13.18%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,055.00</u>	<u>1,835.00</u>	<u>1,535.38</u>	<u>(780.00)</u>	<u>(42.51%)</u>	<u>(480.38)</u>	<u>(31.29%)</u>
Total Income	<u>33,177.77</u>	<u>26,316.25</u>	<u>38,535.38</u>	<u>6,861.52</u>	<u>26.07%</u>	<u>(5,357.61)</u>	<u>(13.90%)</u>
Expenses							
Salaries, Wages, & Benefits	45,969.25	45,885.20	47,034.58	84.05	0.18%	(1,065.33)	(2.26%)
Office Occupancy & Utilities	4,393.18	4,224.84	4,648.16	168.34	3.98%	(254.98)	(5.49%)
Services	67,479.04	80,973.92	75,776.86	(13,494.88)	(16.67%)	(8,297.82)	(10.95%)
Supplies		1.13	254.41	(1.13)	(100.00%)	(254.41)	(100.00%)
Travel		518.00		(518.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	499.94	494.62	500.77	5.32	1.08%	(0.83)	(0.17%)
Taxes, Dues, & Subscriptions		298.33		(298.33)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>118,341.41</u>	<u>132,396.04</u>	<u>128,214.78</u>	<u>(14,054.63)</u>	<u>(10.62%)</u>	<u>(9,873.37)</u>	<u>(7.70%)</u>
Net Gain or (Loss)	<u>(85,163.64)</u>	<u>(106,079.79)</u>	<u>(89,679.40)</u>	<u>20,916.15</u>	<u>(19.72%)</u>	<u>4,515.76</u>	<u>(5.04%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	62,628.65	87,420.66	81,564.38	(24,792.01)	(28.36%)	(18,935.73)	(23.22%)
Workshops	376,777.44	472,187.19	475,358.34	(95,409.75)	(20.21%)	(98,580.90)	(20.74%)
Annual Meeting	722,774.00	1,016,067.09	742,160.54	(293,293.09)	(28.87%)	(19,386.54)	(2.61%)
Publications & CD Sales	205,959.52	126,008.45	184,273.19	79,951.07	63.45%	21,686.33	11.77%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	43,946.45	23,426.76	22,278.58	20,519.69	87.59%	21,667.87	97.26%
Total Income	<u>1,412,086.06</u>	<u>1,725,110.15</u>	<u>1,505,635.03</u>	<u>(313,024.09)</u>	<u>(18.15%)</u>	<u>(93,548.97)</u>	<u>(6.21%)</u>
Expenses							
Salaries, Wages, & Benefits	474,407.10	446,912.97	475,226.75	27,494.13	6.15%	(819.65)	(0.17%)
Office Occupancy & Utilities	46,724.56	43,278.34	50,117.75	3,446.22	7.96%	(3,393.19)	(6.77%)
Services	630,313.28	661,241.07	607,132.75	(30,927.79)	(4.68%)	23,180.53	3.82%
Supplies	7,417.66	8,128.15	3,429.43	(710.49)	(8.74%)	3,988.23	116.29%
Travel	53,002.69	99,008.18	90,629.13	(46,005.49)	(46.47%)	(37,626.44)	(41.52%)
Leases, Rentals, & Licenses	11,868.14	25,582.86	37,204.25	(13,714.72)	(53.61%)	(25,336.11)	(68.10%)
Taxes, Dues, & Subscriptions	20,585.90	(17,300.06)	20,000.00	37,885.96	(218.99%)	585.90	2.93%
Depreciation, Cost of Goods Sold & Other	145,846.51	87,462.20	157,703.43	58,384.31	66.75%	(11,856.92)	(7.52%)
Total Expenses	<u>1,390,165.84</u>	<u>1,354,313.71</u>	<u>1,441,443.49</u>	<u>35,852.13</u>	<u>2.65%</u>	<u>(51,277.65)</u>	<u>(3.56%)</u>
Net Gain or (Loss)	<u>21,920.22</u>	<u>370,796.44</u>	<u>64,191.54</u>	<u>(348,876.22)</u>	<u>(94.09%)</u>	<u>(42,271.32)</u>	<u>(65.85%)</u>

**Society of American Archivists
Annual Meeting
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	900.00	7,820.00	4,300.00	(6,920.00)	(88.49%)	(3,400.00)	(79.07%)
Workshops					0.00%		0.00%
Annual Meeting	719,774.00	1,016,067.09	742,160.54	(296,293.09)	(29.16%)	(22,386.54)	(3.02%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>721,074.00</u>	<u>1,023,887.09</u>	<u>747,810.54</u>	<u>(302,813.09)</u>	<u>(29.57%)</u>	<u>(26,736.54)</u>	<u>(3.58%)</u>
Expenses							
Salaries, Wages, & Benefits	144,802.20	132,658.27	136,517.34	12,143.93	9.15%	8,284.86	6.07%
Office Occupancy & Utilities	13,855.24	12,535.78	15,545.22	1,319.46	10.53%	(1,689.98)	(10.87%)
Services	386,451.03	447,160.77	345,959.92	(60,709.74)	(13.58%)	40,491.11	11.70%
Supplies	1,167.65	5,618.47	1,505.73	(4,450.82)	(79.22%)	(338.08)	(22.45%)
Travel	15,013.75	12,320.25	5,650.00	2,693.50	21.86%	9,363.75	165.73%
Leases, Rentals, & Licenses	5,586.93	16,943.45	30,628.44	(11,356.52)	(67.03%)	(25,041.51)	(81.76%)
Taxes, Dues, & Subscriptions	19,999.98	(19,233.38)	20,000.00	39,233.36	(203.99%)	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	57,317.20	54,006.96	74,814.65	3,310.24	6.13%	(17,497.45)	(23.39%)
Total Expenses	<u>644,193.98</u>	<u>662,010.57</u>	<u>630,621.30</u>	<u>(17,816.59)</u>	<u>(2.69%)</u>	<u>13,572.68</u>	<u>2.15%</u>
Net Gain or (Loss)	<u>76,880.02</u>	<u>361,876.52</u>	<u>117,189.24</u>	<u>(284,996.50)</u>	<u>(78.76%)</u>	<u>(40,309.22)</u>	<u>(34.40%)</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	719,774.00		742,160.54	719,774.00	0.00%	(22,386.54)	(3.02%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>721,074.00</u>		<u>747,810.54</u>	<u>721,074.00</u>	<u>0.00%</u>	<u>(26,736.54)</u>	<u>(3.58%)</u>
Expenses							
Salaries, Wages, & Benefits	75,739.98	71,273.28	62,346.84	4,466.70	6.27%	13,393.14	21.48%
Office Occupancy & Utilities	7,282.24	6,485.96	8,240.30	796.28	12.28%	(958.06)	(11.63%)
Services	355,022.59	39,213.10	339,223.92	315,809.49	805.37%	15,798.67	4.66%
Supplies	1,113.59	296.38	1,109.92	817.21	275.73%	3.67	0.33%
Travel	5,682.20	10,695.02	5,650.00	(5,012.82)	(46.87%)	32.20	0.57%
Leases, Rentals, & Licenses	4,849.06	14,278.58	29,836.86	(9,429.52)	(66.04%)	(24,987.80)	(83.75%)
Taxes, Dues, & Subscriptions	19,999.98		20,000.00	19,999.98	0.00%	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	174,504.34	(142,242.32)	164,213.48	316,746.66	(222.68%)	10,290.86	6.27%
Total Expenses	<u>644,193.98</u>		<u>630,621.32</u>	<u>644,193.98</u>	<u>0.00%</u>	<u>13,572.66</u>	<u>2.15%</u>
Net Gain or (Loss)	<u>76,880.02</u>		<u>117,189.22</u>	<u>76,880.02</u>	<u>0.00%</u>	<u>(40,309.20)</u>	<u>(34.40%)</u>

**Society of American Archivists
Annual Meeting - Washington 2018
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,016,067.09		(1,016,067.09)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>1,023,887.09</u>		<u>(1,023,887.09)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		55,194.12		(55,194.12)	(100.00%)		0.00%
Office Occupancy & Utilities		5,507.21		(5,507.21)	(100.00%)		0.00%
Services		407,601.43		(407,601.43)	(100.00%)		0.00%
Supplies		5,322.09		(5,322.09)	(100.00%)		0.00%
Travel		1,625.23		(1,625.23)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,590.64		(2,590.64)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(19,233.38)		19,233.38	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		203,403.23		(203,403.23)	(100.00%)		0.00%
Total Expenses		<u>662,010.57</u>		<u>(662,010.57)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>361,876.52</u>		<u>(361,876.52)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	68,522.84	6,190.87	73,628.61	62,331.97	1,006.84%	(5,105.77)	(6.93%)
Office Occupancy & Utilities	6,521.67	542.61	7,251.12	5,979.06	1,101.91%	(729.45)	(10.06%)
Services	31,396.82	346.24	6,686.38	31,050.58	8,967.94%	24,710.44	369.56%
Supplies	54.06		395.18	54.06	0.00%	(341.12)	(86.32%)
Travel	9,331.55			9,331.55	0.00%	9,331.55	0.00%
Leases, Rentals, & Licenses	732.02	74.23	783.78	657.79	886.15%	(51.76)	(6.60%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(116,558.96)	(7,153.95)	(88,745.09)	(109,405.01)	1,529.30%	(27,813.87)	31.34%
Total Expenses			(0.02)		0.00%	0.02	(100.00%)
Net Gain or (Loss)			0.02		0.00%	(0.02)	(100.00%)

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	539.38		541.89	539.38	0.00%	(2.51)	(0.46%)
Office Occupancy & Utilities	51.33		53.80	51.33	0.00%	(2.47)	(4.59%)
Services	31.62		49.62	31.62	0.00%	(18.00)	(36.28%)
Supplies			0.63		0.00%	(0.63)	(100.00%)
Travel							
Leases, Rentals, & Licenses	5.85		7.80	5.85	0.00%	(1.95)	(25.00%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(628.18)		(653.74)	(628.18)	0.00%	25.56	(3.91%)
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

**Society of American Archivists
Publications
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	3,000.00			3,000.00	0.00%	3,000.00	0.00%
Publications & CD Sales	205,959.52	125,941.45	184,273.19	80,018.07	63.54%	21,686.33	11.77%
Contributions							
Investments							
Shipping, Handling, & Other	35,276.55	22,949.76	20,928.58	12,326.79	53.71%	14,347.97	68.56%
Total Income	<u>244,236.07</u>	<u>148,891.21</u>	<u>205,201.77</u>	<u>95,344.86</u>	<u>64.04%</u>	<u>39,034.30</u>	<u>19.02%</u>
Expenses							
Salaries, Wages, & Benefits	99,834.28	92,593.00	103,609.82	7,241.28	7.82%	(3,775.54)	(3.64%)
Office Occupancy & Utilities	10,278.95	8,990.50	10,238.25	1,288.45	14.33%	40.70	0.40%
Services	135,339.56	85,296.84	112,287.86	50,042.72	58.67%	23,051.70	20.53%
Supplies	5,357.03	495.72	560.41	4,861.31	980.66%	4,796.62	855.91%
Travel	1,863.75	8,723.83	3,715.00	(6,860.08)	(78.64%)	(1,851.25)	(49.83%)
Leases, Rentals, & Licenses	3,782.86	3,967.00	4,072.67	(184.14)	(4.64%)	(289.81)	(7.12%)
Taxes, Dues, & Subscriptions	585.92	1,933.32		(1,347.40)	(69.69%)	585.92	0.00%
Depreciation, Cost of Goods Sold & Other	88,529.31	32,931.25	82,888.78	55,598.06	168.83%	5,640.53	6.80%
Total Expenses	<u>345,571.66</u>	<u>234,931.46</u>	<u>317,372.79</u>	<u>110,640.20</u>	<u>47.09%</u>	<u>28,198.87</u>	<u>8.89%</u>
Net Gain or (Loss)	<u>(101,335.59)</u>	<u>(86,040.25)</u>	<u>(112,171.02)</u>	<u>(15,295.34)</u>	<u>17.78%</u>	<u>10,835.43</u>	<u>(9.66%)</u>

**Society of American Archivists
Education
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	376,777.44	472,187.19	475,358.34	(95,409.75)	(20.21%)	(98,580.90)	(20.74%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	8,269.90	477.00		7,792.90	1,633.73%	8,269.90	0.00%
Total Income	<u>385,047.34</u>	<u>472,731.19</u>	<u>475,358.34</u>	<u>(87,683.85)</u>	<u>(18.55%)</u>	<u>(90,311.00)</u>	<u>(19.00%)</u>
Expenses							
Salaries, Wages, & Benefits	223,742.14	216,632.63	229,206.83	7,109.51	3.28%	(5,464.69)	(2.38%)
Office Occupancy & Utilities	22,041.08	21,303.88	23,751.42	737.20	3.46%	(1,710.34)	(7.20%)
Services	88,083.99	103,104.22	123,987.08	(15,020.23)	(14.57%)	(35,903.09)	(28.96%)
Supplies	892.98	2,013.83	1,331.34	(1,120.85)	(55.66%)	(438.36)	(32.93%)
Travel	35,368.07	77,422.68	79,789.13	(42,054.61)	(54.32%)	(44,421.06)	(55.67%)
Leases, Rentals, & Licenses	2,432.48	4,618.90	2,440.37	(2,186.42)	(47.34%)	(7.89)	(0.32%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		523.99		(523.99)	(100.00%)		0.00%
Total Expenses	<u>372,560.74</u>	<u>425,620.13</u>	<u>460,506.17</u>	<u>(53,059.39)</u>	<u>(12.47%)</u>	<u>(87,945.43)</u>	<u>(19.10%)</u>
Net Gain or (Loss)	<u>12,486.60</u>	<u>47,111.06</u>	<u>14,852.17</u>	<u>(34,624.46)</u>	<u>(73.50%)</u>	<u>(2,365.57)</u>	<u>(15.93%)</u>

**Society of American Archivists
Career Services
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	61,728.65	79,600.66	77,264.38	(17,872.01)	(22.45%)	(15,535.73)	(20.11%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>61,728.65</u>	<u>79,600.66</u>	<u>77,264.38</u>	<u>(17,872.01)</u>	<u>(22.45%)</u>	<u>(15,535.73)</u>	<u>(20.11%)</u>
Expenses							
Salaries, Wages, & Benefits	6,028.48	5,029.07	5,892.76	999.41	19.87%	135.72	2.30%
Office Occupancy & Utilities	549.29	448.18	582.86	101.11	22.56%	(33.57)	(5.76%)
Services	20,438.70	25,679.24	24,897.89	(5,240.54)	(20.41%)	(4,459.19)	(17.91%)
Supplies		0.13	31.95	(0.13)	(100.00%)	(31.95)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	65.87	53.51	62.77	12.36	23.10%	3.10	4.94%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>27,839.46</u>	<u>31,751.55</u>	<u>32,943.23</u>	<u>(3,912.09)</u>	<u>(12.32%)</u>	<u>(5,103.77)</u>	<u>(15.49%)</u>
Net Gain or (Loss)	<u>33,889.19</u>	<u>47,849.11</u>	<u>44,321.15</u>	<u>(13,959.92)</u>	<u>(29.17%)</u>	<u>(10,431.96)</u>	<u>(23.54%)</u>

**Society of American Archivists
Operational Expense Centers
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	49,840.30	28,597.70	24,162.00	21,242.60	74.28%	25,678.30	106.28%
Shipping, Handling, & Other	11,318.29	5,503.23		5,815.06	105.67%	11,318.29	0.00%
Total Income	<u>61,158.59</u>	<u>34,100.93</u>	<u>24,162.00</u>	<u>27,057.66</u>	<u>79.35%</u>	<u>36,996.59</u>	<u>153.12%</u>
Expenses							
Salaries, Wages, & Benefits	377,699.25	403,839.21	405,534.53	(26,139.96)	(6.47%)	(27,835.28)	(6.86%)
Office Occupancy & Utilities	39,122.69	38,543.74	42,715.11	578.95	1.50%	(3,592.42)	(8.41%)
Services	217,050.36	192,379.74	212,603.20	24,670.62	12.82%	4,447.16	2.09%
Supplies	12,285.92	11,807.97	3,124.12	477.95	4.05%	9,161.80	293.26%
Travel	31,092.19	62,127.97	55,094.63	(31,035.78)	(49.95%)	(24,002.44)	(43.57%)
Leases, Rentals, & Licenses	4,684.87	4,362.56	5,580.75	322.31	7.39%	(895.88)	(16.05%)
Taxes, Dues, & Subscriptions	22,213.00	27,356.55	22,500.00	(5,143.55)	(18.80%)	(287.00)	(1.28%)
Depreciation, Cost of Goods Sold & Other	55,961.90	60,279.19	58,963.56	(4,317.29)	(7.16%)	(3,001.66)	(5.09%)
Total Expenses	<u>760,110.18</u>	<u>800,696.93</u>	<u>806,115.90</u>	<u>(40,586.75)</u>	<u>(5.07%)</u>	<u>(46,005.72)</u>	<u>(5.71%)</u>
Net Gain or (Loss)	<u>(698,951.59)</u>	<u>(766,596.00)</u>	<u>(781,953.90)</u>	<u>67,644.41</u>	<u>(8.82%)</u>	<u>83,002.31</u>	<u>(10.61%)</u>

**Society of American Archivists
General & Administrative
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	49,840.30	28,597.70	24,162.00	21,242.60	74.28%	25,678.30	106.28%
Shipping, Handling, & Other	6,318.29	4,558.23		1,760.06	38.61%	6,318.29	0.00%
Total Income	<u>56,158.59</u>	<u>33,155.93</u>	<u>24,162.00</u>	<u>23,002.66</u>	<u>69.38%</u>	<u>31,996.59</u>	<u>132.43%</u>
Expenses							
Salaries, Wages, & Benefits	232,319.53	274,149.96	256,171.36	(41,830.43)	(15.26%)	(23,851.83)	(9.31%)
Office Occupancy & Utilities	24,666.50	25,366.34	25,579.11	(699.84)	(2.76%)	(912.61)	(3.57%)
Services	148,107.24	137,414.93	132,126.84	10,692.31	7.78%	15,980.40	12.09%
Supplies	11,639.76	11,041.45	2,316.32	598.31	5.42%	9,323.44	402.51%
Travel	6,296.62	11,347.29	13,551.63	(5,050.67)	(44.51%)	(7,255.01)	(53.54%)
Leases, Rentals, & Licenses	2,705.96	2,950.38	3,990.29	(244.42)	(8.28%)	(1,284.33)	(32.19%)
Taxes, Dues, & Subscriptions	8,823.00	11,660.96	8,950.00	(2,837.96)	(24.34%)	(127.00)	(1.42%)
Depreciation, Cost of Goods Sold & Other	55,961.90	60,279.19	58,963.56	(4,317.29)	(7.16%)	(3,001.66)	(5.09%)
Total Expenses	<u>490,520.51</u>	<u>534,210.50</u>	<u>501,649.11</u>	<u>(43,689.99)</u>	<u>(8.18%)</u>	<u>(11,128.60)</u>	<u>(2.22%)</u>
Net Gain or (Loss)	<u>(434,361.92)</u>	<u>(501,054.57)</u>	<u>(477,487.11)</u>	<u>66,692.65</u>	<u>(13.31%)</u>	<u>43,125.19</u>	<u>(9.03%)</u>

**Society of American Archivists
Governance
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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	<u>5,000.00</u>	<u>695.00</u>	_____	<u>4,305.00</u>	<u>619.42%</u>	<u>5,000.00</u>	<u>0.00%</u>
Total Income	<u><u>5,000.00</u></u>	<u><u>695.00</u></u>	_____	<u><u>4,305.00</u></u>	<u><u>619.42%</u></u>	<u><u>5,000.00</u></u>	<u><u>0.00%</u></u>
Expenses							
Salaries, Wages, & Benefits	64,785.81	49,401.89	64,323.01	15,383.92	31.14%	462.80	0.72%
Office Occupancy & Utilities	6,414.10	5,758.33	8,735.91	655.77	11.39%	(2,321.81)	(26.58%)
Services	58,287.96	38,965.56	50,961.99	19,322.40	49.59%	7,325.97	14.38%
Supplies	646.16	444.87	348.27	201.29	45.25%	297.89	85.53%
Travel	18,957.83	38,298.03	20,888.00	(19,340.20)	(50.50%)	(1,930.17)	(9.24%)
Leases, Rentals, & Licenses	1,105.55	547.12	685.33	558.43	102.07%	420.22	61.32%
Taxes, Dues, & Subscriptions	3,390.00	3,695.59	3,550.00	(305.59)	(8.27%)	(160.00)	(4.51%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u><u>153,587.41</u></u>	<u><u>137,111.39</u></u>	<u><u>149,492.51</u></u>	<u><u>16,476.02</u></u>	<u><u>12.02%</u></u>	<u><u>4,094.90</u></u>	<u><u>2.74%</u></u>
Net Gain or (Loss)	<u><u>(148,587.41)</u></u>	<u><u>(136,416.39)</u></u>	<u><u>(149,492.51)</u></u>	<u><u>(12,171.02)</u></u>	<u><u>8.92%</u></u>	<u><u>905.10</u></u>	<u><u>(0.61%)</u></u>

**Society of American Archivists
Advocacy
For the Eleven Months Ending Sunday, May 31, 2020**

	<u>Year-To-Date 5/31/2020</u>	<u>Year-To-Date 5/31/2019</u>	<u>Budget 5/31/2020</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		250.00		(250.00)	(100.00%)		0.00%
Total Income		<u>250.00</u>		<u>(250.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	80,593.91	80,287.36	85,040.16	306.55	0.38%	(4,446.25)	(5.23%)
Office Occupancy & Utilities	8,042.09	7,419.07	8,400.09	623.02	8.40%	(358.00)	(4.26%)
Services	10,655.16	15,999.25	29,514.37	(5,344.09)	(33.40%)	(18,859.21)	(63.90%)
Supplies		321.65	459.53	(321.65)	(100.00%)	(459.53)	(100.00%)
Travel	5,837.74	12,482.65	20,655.00	(6,644.91)	(53.23%)	(14,817.26)	(71.74%)
Leases, Rentals, & Licenses	873.36	865.06	905.13	8.30	0.96%	(31.77)	(3.51%)
Taxes, Dues, & Subscriptions	10,000.00	12,000.00	10,000.00	(2,000.00)	(16.67%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>116,002.26</u>	<u>129,375.04</u>	<u>154,974.28</u>	<u>(13,372.78)</u>	<u>(10.34%)</u>	<u>(38,972.02)</u>	<u>(25.15%)</u>
Net Gain or (Loss)	<u>(116,002.26)</u>	<u>(129,125.04)</u>	<u>(154,974.28)</u>	<u>13,122.78</u>	<u>(10.16%)</u>	<u>38,972.02</u>	<u>(25.15%)</u>