

**Society of American Archivists
Council Meeting
August 2, 2021
Virtual Meeting**

**June 2021 Year-to-Date Financial Statements (FY 2021)
FY '21 Preliminary Close
(Prepared by Amy Fitch and Peter Carlson)**

Overview

For the month ending June 30, 2021, SAA posted a net gain of \$211,261. This is a *favorable* variance of \$265,521, as the *budgeted loss* for June was \$54,260. The large variance with budget reflects better than expected performance in the wake the COVID-19 pandemic in: Membership, Education, Career Services, and the first SAA virtual Annual Meeting. In addition, cost containment, including a staff salary freeze resulted in better-than-budget Cost Center performance.

Total revenues as of June 30 were lower than last year by \$481,082 (17.7%) and better than budget by \$129,387 (6.14%). Total expenses were lower than last year and budget by \$659,635 (24.56%) and \$136,134 (6.30%), respectively. The large variances with last year reflect 1) the fact that the 2019 Annual Meeting was an in-person event, while the 2020 Annual Meeting was virtual and 2) savings on postage, COGS, and travel throughout the organization.

Balance Sheet

Cash and Investments balances were higher than last year by \$360,216 (28.62%) and total deferred revenues were higher than last year by \$100,974 (14.56%). Our Cash and Investments balance has stayed strong and continues to exceed our balance for the same period in FY 2020.

Income Statement

For the month ending June 30, 2021, SAA posted a net gain of \$211,261. This net gain is better than last year and budget by \$178,553 (545.91%) and \$265,521 (489.35%), respectively. Total revenues as of June 2021 were lower than last year by \$481,082 (17.7%) and better than budget by \$129,387 (6.14%). Total expenses were lower than last year and budget by \$659,635 (24.56%) and \$136,134 (6.3%), respectively.

During FY21, there were two notable activities were not included in the budget: 1) Technical consulting to clean data and build reports for DAS and A and D transcripts, and 2) The Executive Director search. As agreed, these expenses have been allocated to the SAA Operational Reserve fund, and do not appear in the Operating Budget. Therefore, while our operating net gain as of June 30, 2021 was \$211,261, factoring in the expenses for these two other activities, the consolidated net gain for FY '21 is \$144,290 (the operating net gain less \$66,971 for the aforementioned activities).

Specific points of interest are as follows:

- **Membership:** From June 30, 2020, through June 30, 2021, overall membership (including 90 Complimentary memberships) increased by 156 (2.77%), and dues revenue was *lower* than last year by \$27,303 (2.69%) and *better than budget* by \$48,467 (5.15%). Membership's net gain for June was \$43,137 (4.93%) lower than last year and better than budget by \$61,647 (8%). Membership deferred revenues in June were \$11,912 (2.23%) *higher* than last year. The trend of slowly increasing deferred revenues for Membership has become evident during the final fiscal quarter of FY '21.
- **Annual Meeting:** As of June 30, the 2020 Joint Annual Meeting showed a net gain of \$139,001, well ahead of the budgeted estimate of \$41,843 (232.19%). We budgeted for attendance of 2,000 and actual registrations exceeded 2,400. Revenues for AM 2020 exceeded budget by \$99,699 (29.1%); expenses were \$2,541 (0.85%) higher than budget.
- **Publications:** Publications showed a net loss of \$80,887 on June 30, smaller than last year's net loss by \$19,307 (18.21%) and better than budget estimates by \$15,806 (15.41%). Total revenue as of June 30 was lower than last year and budget by \$46,977 (17.84%) and \$62,642 (22.46%), respectively. Expenses as of June 30 were lower than last year and budget by \$66,284 (17.95%) and \$78,448 (20.56%), respectively. While physical publication sales continue to contract, FY '21 marks the first year that SAA membership appears to be embracing e-publications. E-publications revenue as of June 30 totaled \$25,489 which is \$11,482 (81.62%) better than last year and \$19,649 (333.03%) better than budget.
- **Education:** As of June 30, Education posted a net gain of \$112,427. This continues a trend that started in Q3 and accelerated in Q4 of the fiscal year. The net gain for Education was \$100,877 (873.33%) better than last year and \$34,582 (44.42%) better than budget. Total revenues exceeded budget estimates by \$14,417 (3.77%) and expenses were under budget by \$20,165 (6.63%). Notably, while live course revenue lagged expectations, On-Demand programming exceeded estimates by \$58,852 (56.96%). Due to a very solid Spring course schedule Education has exceeded budget targets as of the end of FY21.

As the pandemic continues, *Education continues to face challenges in identifying instructors with the time and energy to teach online courses.*

- **Career Services:** As of June 30, Career Services posted a net gain of \$34,047, which is \$201 (0.59%) lower than last year and \$29,599 (665.45%) better than budget. Revenues are lower than last year by \$8,621 (13.7%) and higher than budget by \$43,593 (406.88%). Although the COVID-19 pandemic has had a significant impact on the job market, professional hiring for archives positions seems to have recovered almost to pre-pandemic levels. Our Career Center budget estimates for FY21 assumed a sustained, steep hiring downturn. In fact, the SAA Career Center has shown significantly more advertising of positions than our budget estimates.
- **General and Administrative:** The net loss in G&A for the period ending June 30 was \$522,849, which is a bigger net loss than last year by \$100,550 (23.81%) and smaller than the budgeted net loss by \$3,221 (0.61%). The variance with last year reflects revenue for the

NHPRC cooperative agreement in FY20, increased staff effort distribution to this program, as well as significant unrealized gains in FY20. G&A performed very close to budget for FY '21.

**Society of American Archivists
Balance Sheet - Operations
Wednesday, June 30, 2021**

	<u>Fiscal 2021</u>	<u>Fiscal 2020</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,618,875.80	\$1,258,659.99	\$360,215.81	28.62%
Accounts Receivable	37,049.41	60,525.26	(23,475.85)	(38.79%)
Equipment	40,235.93	51,100.93	(10,865.00)	(21.26%)
Deposits	8,706.85	8,706.85		0.00%
Inventory	103,776.23	130,572.83	(26,796.60)	(20.52%)
Prepaid Expenses	195,830.27	196,162.29	(332.02)	(0.17%)
Due From Operations		483,648.41	(483,648.41)	(100.00%)
Due From Foundation	486,673.40	579,190.55	(92,517.15)	(15.97%)
Cash Clearing				(100.00%)
Total Assets	<u><u>2,491,147.89</u></u>	<u><u>2,768,567.11</u></u>	<u><u>(277,419.22)</u></u>	<u><u>(10.02%)</u></u>
Liabilities				
Accounts Payable	32,704.90	47,764.81	(15,059.91)	(31.53%)
Salaries and Wages Payable	44,174.52	52,727.62	(8,553.10)	(16.22%)
Deferred Revenues				
Annual Meeting	123,647.00	49,481.00	74,166.00	149.89%
Subscriptions	39,140.67	43,160.25	(4,019.58)	(9.31%)
Membership	546,458.08	534,546.15	11,911.93	2.23%
Education	9,398.00	6,948.00	2,450.00	35.26%
Sponsors	75,650.00		75,650.00	(100.00%)
Advertising		1,000.00	(1,000.00)	(100.00%)
Exhibitors		56,000.00	(56,000.00)	(100.00%)
Consultants				(100.00%)
Publication Pre-Sales		2,184.00	(2,184.00)	(100.00%)
Total Deferred Revenues	794,293.75	693,319.40	100,974.35	14.56%
Due to Council-Directed Funds	628,443.77	1,179,063.15	(550,619.38)	(46.70%)
Due To Foundation	34,515.02	47,652.73	(13,137.71)	(27.57%)
Deferred Rent	8,756.31	11,040.51	(2,284.20)	(20.69%)
Total Liabilities	<u><u>1,542,888.27</u></u>	<u><u>2,031,568.22</u></u>	<u><u>(488,679.95)</u></u>	<u><u>(24.05%)</u></u>
Net Assets				
Fund Balance	736,998.89	704,291.23	32,707.66	4.64%
Net Gain or Loss	211,260.73	32,707.66	178,553.07	545.91%
Total Net Assets	<u><u>948,259.62</u></u>	<u><u>736,998.89</u></u>	<u><u>211,260.73</u></u>	<u><u>28.66%</u></u>
Total Liabilities and Net Assets	<u><u>2,491,147.89</u></u>	<u><u>2,768,567.11</u></u>	<u><u>(277,419.22)</u></u>	<u><u>(10.02%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Twelve Months Ending Wednesday, June 30, 2021

	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Budget</u> <u>6/30/2021</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	\$832,112.49	\$875,249.90	\$770,465.86	(\$43,137.41)	(4.93%)	\$61,646.63	8.00%
Annual Meeting	139,001.37	76,781.02	41,843.49	62,220.35	81.04%	97,157.88	232.19%
Publications	(86,740.85)	(106,048.31)	(102,546.37)	19,307.46	(18.21%)	15,805.52	(15.41%)
Education	112,427.44	11,550.75	77,845.72	100,876.69	873.33%	34,581.72	44.42%
Career Services	34,046.85	34,247.62	4,447.94	(200.77)	(0.59%)	29,598.91	665.45%
American Archivist	(20,962.78)	(54,844.41)	(27,883.03)	33,881.63	(61.78%)	6,920.25	(24.82%)
Archival Outlook	(51,230.76)	(94,847.25)	(63,932.91)	43,616.49	(45.99%)	12,702.15	(19.87%)
General & Administrative	(522,848.67)	(422,298.59)	(526,070.15)	(100,550.08)	23.81%	3,221.48	(0.61%)
Advocacy	(101,802.87)	(125,216.92)	(103,666.31)	23,414.05	(18.70%)	1,863.44	(1.80%)
Governance	(122,741.49)	(161,866.15)	(124,764.67)	39,124.66	(24.17%)	2,023.18	(1.62%)
Total Net Gain/(Loss)	<u>211,260.73</u>	<u>32,707.66</u>	<u>(54,260.43)</u>	<u>178,553.07</u>	<u>545.91%</u>	<u>265,521.16</u>	<u>(489.35%)</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Twelve Months Ending Wednesday, June 30, 2021

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$989,230.27	\$1,016,533.00	\$940,763.35	(\$27,302.73)	(2.69%)	\$48,466.92	5.15%
Annual Meeting	442,249.00	720,975.00	342,550.00	(278,726.00)	(38.66%)	99,699.00	29.10%
Publications	216,288.22	263,264.99	278,930.61	(46,976.77)	(17.84%)	(62,642.39)	(22.46%)
Education	396,346.96	416,592.32	381,930.00	(20,245.36)	(4.86%)	14,416.96	3.77%
Career Services	54,307.25	62,928.65	10,714.08	(8,621.40)	(13.70%)	43,593.17	406.88%
American Archivist	97,093.01	105,192.95	99,000.00	(8,099.94)	(7.70%)	(1,906.99)	(1.93%)
Archival Outlook	31,440.42	39,904.50	34,500.00	(8,464.08)	(21.21%)	(3,059.58)	(8.87%)
General & Administrative	10,054.45	87,700.25	16,784.51	(77,645.80)	(88.54%)	(6,730.06)	(40.10%)
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Governance		5,000.00		(5,000.00)	(100.00%)		0.00%
Total Revenues	<u>2,237,009.58</u>	<u>2,718,091.66</u>	<u>2,107,622.55</u>	<u>(481,082.08)</u>	<u>(17.70%)</u>	<u>129,387.03</u>	<u>6.14%</u>
Expenses							
Membership	157,117.78	141,283.10	170,297.49	15,834.68	11.21%	(13,179.71)	(7.74%)
Annual Meeting	303,247.63	644,193.98	300,706.51	(340,946.35)	(52.93%)	2,541.12	0.85%
Publications	303,029.07	369,313.30	381,476.98	(66,284.23)	(17.95%)	(78,447.91)	(20.56%)
Education	283,919.52	405,041.57	304,084.28	(121,122.05)	(29.90%)	(20,164.76)	(6.63%)
Career Services	20,260.40	28,681.03	6,266.14	(8,420.63)	(29.36%)	13,994.26	223.33%
American Archivist	118,055.79	160,037.36	126,883.03	(41,981.57)	(26.23%)	(8,827.24)	(6.96%)
Archival Outlook	82,671.18	134,751.75	98,432.91	(52,080.57)	(38.65%)	(15,761.73)	(16.01%)
General & Administrative	532,903.12	509,998.84	542,854.66	22,904.28	4.49%	(9,951.54)	(1.83%)
Advocacy	101,802.87	125,216.92	106,116.31	(23,414.05)	(18.70%)	(4,313.44)	(4.06%)
Governance	122,741.49	166,866.15	124,764.67	(44,124.66)	(26.44%)	(2,023.18)	(1.62%)
Total Expenses	<u>2,025,748.85</u>	<u>2,685,384.00</u>	<u>2,161,882.98</u>	<u>(659,635.15)</u>	<u>(24.56%)</u>	<u>(136,134.13)</u>	<u>(6.30%)</u>
Total Net Gain/(Loss)	<u>211,260.73</u>	<u>32,707.66</u>	<u>(54,260.43)</u>	<u>178,553.07</u>	<u>545.91%</u>	<u>265,521.16</u>	<u>(489.35%)</u>

Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending Wednesday, June 30, 2021

	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Budget</u> <u>6/30/2021</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	\$985,994.07	\$1,015,260.40	\$939,493.36	(\$29,266.33)	(2.88%)	\$46,500.71	4.95%
Subscriptions & Advertising	174,774.90	200,093.40	136,214.08	(25,318.50)	(12.65%)	38,560.82	28.31%
Workshops	396,057.00	408,322.42	381,930.00	(12,265.42)	(3.00%)	14,127.00	3.70%
Annual Meeting	441,249.00	719,675.00	347,000.00	(278,426.00)	(38.69%)	94,249.00	27.16%
Publications & CD Sales	188,863.03	225,827.44	244,964.78	(36,964.41)	(16.37%)	(56,101.75)	(22.90%)
Contributions		25,000.00		(25,000.00)	(100.00%)		0.00%
Investments	8,554.45	54,198.27	16,784.51	(45,643.82)	(84.22%)	(8,230.06)	(49.03%)
Shipping, Handling, & Other	41,517.13	69,714.73	41,235.82	(28,197.60)	(40.45%)	281.31	0.68%
Total Income	<u>2,237,009.58</u>	<u>2,718,091.66</u>	<u>2,107,622.55</u>	<u>(481,082.08)</u>	<u>(17.70%)</u>	<u>129,387.03</u>	<u>6.14%</u>
Expenses							
Salaries, Wages, & Benefits	1,004,990.38	1,088,945.73	1,026,338.17	(83,955.35)	(7.71%)	(21,347.79)	(2.08%)
Office Occupancy & Utilities	111,275.02	112,106.16	117,241.58	(831.14)	(0.74%)	(5,966.56)	(5.09%)
Services	733,743.56	1,092,047.85	720,914.45	(358,304.29)	(32.81%)	12,829.11	1.78%
Supplies	16,256.57	20,994.83	8,502.47	(4,738.26)	(22.57%)	7,754.10	91.20%
Travel	1,061.83	100,230.67	750.00	(99,168.84)	(98.94%)	311.83	41.58%
Leases, Rentals, & Licenses	18,375.73	19,651.56	16,813.57	(1,275.83)	(6.49%)	1,562.16	9.29%
Taxes, Dues, & Subscriptions	15,248.37	48,200.19	22,360.00	(32,951.82)	(68.36%)	(7,111.63)	(31.81%)
Depreciation, Cost of Goods Sold & Other	124,797.39	203,207.01	248,962.74	(78,409.62)	(38.59%)	(124,165.35)	(49.87%)
Total Expenses	<u>2,025,748.85</u>	<u>2,685,384.00</u>	<u>2,161,882.98</u>	<u>(659,635.15)</u>	<u>(24.56%)</u>	<u>(136,134.13)</u>	<u>(6.30%)</u>
Net Gain or (Loss)	<u>211,260.73</u>	<u>32,707.66</u>	<u>(54,260.43)</u>	<u>178,553.07</u>	<u>545.91%</u>	<u>265,521.16</u>	<u>(489.35%)</u>

**Society of American Archivists
Membership and Periodicals
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$985,994.07	\$1,015,260.40	\$939,493.36	(\$29,266.33)	(2.88%)	\$46,500.71	4.95%
Subscriptions & Advertising	119,467.65	136,264.75	125,500.00	(16,797.10)	(12.33%)	(6,032.35)	(4.81%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	12,301.98	10,105.30	9,269.99	2,196.68	21.74%	3,031.99	32.71%
Total Income	<u>1,117,763.70</u>	<u>1,161,630.45</u>	<u>1,074,263.35</u>	<u>(43,866.75)</u>	<u>(3.78%)</u>	<u>43,500.35</u>	<u>4.05%</u>
Expenses							
Salaries, Wages, & Benefits	196,517.00	186,467.86	197,628.34	10,049.14	5.39%	(1,111.34)	(0.56%)
Office Occupancy & Utilities	20,963.53	18,148.06	22,202.27	2,815.47	15.51%	(1,238.74)	(5.58%)
Services	123,528.91	201,658.64	153,378.77	(78,129.73)	(38.74%)	(29,849.86)	(19.46%)
Supplies	1,067.31	236.05	2,351.80	831.26	352.15%	(1,284.49)	(54.62%)
Travel		13,714.24		(13,714.24)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,353.17	2,018.31	2,350.20	334.86	16.59%	2.97	0.13%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	13,414.83	13,829.05	17,702.05	(414.22)	(3.00%)	(4,287.22)	(24.22%)
Total Expenses	<u>357,844.75</u>	<u>436,072.21</u>	<u>395,613.43</u>	<u>(78,227.46)</u>	<u>(17.94%)</u>	<u>(37,768.68)</u>	<u>(9.55%)</u>
Net Gain or (Loss)	<u>759,918.95</u>	<u>725,558.24</u>	<u>678,649.92</u>	<u>34,360.71</u>	<u>4.74%</u>	<u>81,269.03</u>	<u>11.98%</u>

**Society of American Archivists
Membership
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$985,994.07	\$1,015,260.40	\$939,493.36	(\$29,266.33)	(2.88%)	\$46,500.71	4.95%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>3,236.20</u>	<u>1,272.60</u>	<u>1,269.99</u>	<u>1,963.60</u>	<u>154.30%</u>	<u>1,966.21</u>	<u>154.82%</u>
Total Income	<u><u>989,230.27</u></u>	<u><u>1,016,533.00</u></u>	<u><u>940,763.35</u></u>	<u><u>(27,302.73)</u></u>	<u><u>(2.69%)</u></u>	<u><u>48,466.92</u></u>	<u><u>5.15%</u></u>
Expenses							
Salaries, Wages, & Benefits	118,698.46	103,989.12	118,578.09	14,709.34	14.15%	120.37	0.10%
Office Occupancy & Utilities	12,730.52	9,960.87	13,320.64	2,769.65	27.81%	(590.12)	(4.43%)
Services	9,998.18	11,860.70	17,415.65	(1,862.52)	(15.70%)	(7,417.47)	(42.59%)
Supplies	858.07	236.05	1,871.02	622.02	263.51%	(1,012.95)	(54.14%)
Travel		281.60		(281.60)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,417.72	1,125.71	1,410.04	292.01	25.94%	7.68	0.54%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>13,414.83</u>	<u>13,829.05</u>	<u>17,702.05</u>	<u>(414.22)</u>	<u>(3.00%)</u>	<u>(4,287.22)</u>	<u>(24.22%)</u>
Total Expenses	<u><u>157,117.78</u></u>	<u><u>141,283.10</u></u>	<u><u>170,297.49</u></u>	<u><u>15,834.68</u></u>	<u><u>11.21%</u></u>	<u><u>(13,179.71)</u></u>	<u><u>(7.74%)</u></u>
Net Gain or (Loss)	<u><u>832,112.49</u></u>	<u><u>875,249.90</u></u>	<u><u>770,465.86</u></u>	<u><u>(43,137.41)</u></u>	<u><u>(4.93%)</u></u>	<u><u>61,646.63</u></u>	<u><u>8.00%</u></u>

**Society of American Archivists
Periodicals (AA & AO)
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	119,467.65	136,264.75	125,500.00	(16,797.10)	(12.33%)	(6,032.35)	(4.81%)
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	9,065.78	8,832.70	8,000.00	233.08	2.64%	1,065.78	13.32%
Total Income	<u>128,533.43</u>	<u>145,097.45</u>	<u>133,500.00</u>	<u>(16,564.02)</u>	<u>(11.42%)</u>	<u>(4,966.57)</u>	<u>(3.72%)</u>
Expenses							
Salaries, Wages, & Benefits	77,818.54	82,478.74	79,050.25	(4,660.20)	(5.65%)	(1,231.71)	(1.56%)
Office Occupancy & Utilities	8,233.01	8,187.19	8,881.63	45.82	0.56%	(648.62)	(7.30%)
Services	113,530.73	189,797.94	135,963.12	(76,267.21)	(40.18%)	(22,432.39)	(16.50%)
Supplies	209.24		480.78	209.24	0.00%	(271.54)	(56.48%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	935.45	892.60	940.16	42.85	4.80%	(4.71)	(0.50%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>200,726.97</u>	<u>294,789.11</u>	<u>225,315.94</u>	<u>(94,062.14)</u>	<u>(31.91%)</u>	<u>(24,588.97)</u>	<u>(10.91%)</u>
Net Gain or (Loss)	<u>(72,193.54)</u>	<u>(149,691.66)</u>	<u>(91,815.94)</u>	<u>77,498.12</u>	<u>(51.77%)</u>	<u>19,622.40</u>	<u>(21.37%)</u>

**Society of American Archivists
American Archivist
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	89,132.23	97,490.25	91,500.00	(8,358.02)	(8.57%)	(2,367.77)	(2.59%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	7,960.78	7,702.70	7,500.00	258.08	3.35%	460.78	6.14%
Total Income	<u>97,093.01</u>	<u>105,192.95</u>	<u>99,000.00</u>	<u>(8,099.94)</u>	<u>(7.70%)</u>	<u>(1,906.99)</u>	<u>(1.93%)</u>
Expenses							
Salaries, Wages, & Benefits	39,553.78	32,597.16	40,294.35	6,956.62	21.34%	(740.57)	(1.84%)
Office Occupancy & Utilities	4,113.57	3,387.88	4,526.69	725.69	21.42%	(413.12)	(9.13%)
Services	73,875.64	110,268.70	81,337.49	(36,393.06)	(33.00%)	(7,461.85)	(9.17%)
Supplies	35.87		245.13	35.87	0.00%	(209.26)	(85.37%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	476.93	350.98	479.37	125.95	35.89%	(2.44)	(0.51%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>118,055.79</u>	<u>160,037.36</u>	<u>126,883.03</u>	<u>(41,981.57)</u>	<u>(26.23%)</u>	<u>(8,827.24)</u>	<u>(6.96%)</u>
Net Gain or (Loss)	<u>(20,962.78)</u>	<u>(54,844.41)</u>	<u>(27,883.03)</u>	<u>33,881.63</u>	<u>(61.78%)</u>	<u>6,920.25</u>	<u>(24.82%)</u>

Society of American Archivists
Archival Outlook
For the Twelve Months Ending Wednesday, June 30, 2021

	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Budget</u> <u>6/30/2021</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							
Subscriptions & Advertising	30,335.42	38,774.50	34,000.00	(8,439.08)	(21.76%)	(3,664.58)	(10.78%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	1,105.00	1,130.00	500.00	(25.00)	(2.21%)	605.00	121.00%
Total Income	<u>31,440.42</u>	<u>39,904.50</u>	<u>34,500.00</u>	<u>(8,464.08)</u>	<u>(21.21%)</u>	<u>(3,059.58)</u>	<u>(8.87%)</u>
Expenses							
Salaries, Wages, & Benefits	38,264.76	49,881.58	38,755.90	(11,616.82)	(23.29%)	(491.14)	(1.27%)
Office Occupancy & Utilities	4,119.44	4,799.31	4,354.94	(679.87)	(14.17%)	(235.50)	(5.41%)
Services	39,655.09	79,529.24	54,625.63	(39,874.15)	(50.14%)	(14,970.54)	(27.41%)
Supplies	173.37		235.65	173.37	0.00%	(62.28)	(26.43%)
Travel							
Leases, Rentals, & Licenses	458.52	541.62	460.79	(83.10)	(15.34%)	(2.27)	(0.49%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>82,671.18</u>	<u>134,751.75</u>	<u>98,432.91</u>	<u>(52,080.57)</u>	<u>(38.65%)</u>	<u>(15,761.73)</u>	<u>(16.01%)</u>
Net Gain or (Loss)	<u>(51,230.76)</u>	<u>(94,847.25)</u>	<u>(63,932.91)</u>	<u>43,616.49</u>	<u>(45.99%)</u>	<u>12,702.15</u>	<u>(19.87%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	55,307.25	63,828.65	10,714.08	(8,521.40)	(13.35%)	44,593.17	416.21%
Workshops	396,057.00	408,322.42	381,930.00	(12,265.42)	(3.00%)	14,127.00	3.70%
Annual Meeting	441,249.00	719,675.00	347,000.00	(278,426.00)	(38.69%)	94,249.00	27.16%
Publications & CD Sales	188,863.03	225,827.44	244,964.78	(36,964.41)	(16.37%)	(56,101.75)	(22.90%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	27,715.15	46,107.45	29,515.83	(18,392.30)	(39.89%)	(1,800.68)	(6.10%)
Total Income	<u>1,109,191.43</u>	<u>1,463,760.96</u>	<u>1,014,124.69</u>	<u>(354,569.53)</u>	<u>(24.22%)</u>	<u>95,066.74</u>	<u>9.37%</u>
Expenses							
Salaries, Wages, & Benefits	366,224.01	515,128.45	374,057.51	(148,904.44)	(28.91%)	(7,833.50)	(2.09%)
Office Occupancy & Utilities	40,966.70	50,999.72	43,241.90	(10,033.02)	(19.67%)	(2,275.20)	(5.26%)
Services	439,665.91	657,354.35	397,073.15	(217,688.44)	(33.12%)	42,592.76	10.73%
Supplies	6,457.99	7,417.66	2,375.17	(959.67)	(12.94%)	4,082.82	171.90%
Travel	434.96	53,636.16		(53,201.20)	(99.19%)	434.96	0.00%
Leases, Rentals, & Licenses	7,644.36	12,571.97	7,689.26	(4,927.61)	(39.20%)	(44.90)	(0.58%)
Taxes, Dues, & Subscriptions		20,585.90		(20,585.90)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	49,062.69	129,535.67	168,096.92	(80,472.98)	(62.12%)	(119,034.23)	(70.81%)
Total Expenses	<u>910,456.62</u>	<u>1,447,229.88</u>	<u>992,533.91</u>	<u>(536,773.26)</u>	<u>(37.09%)</u>	<u>(82,077.29)</u>	<u>(8.27%)</u>
Net Gain or (Loss)	<u>198,734.81</u>	<u>16,531.08</u>	<u>21,590.78</u>	<u>182,203.73</u>	<u>1,102.19%</u>	<u>177,144.03</u>	<u>820.46%</u>

**Society of American Archivists
Annual Meeting
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	1,000.00	900.00		100.00	11.11%	1,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	441,249.00	719,675.00	342,550.00	(278,426.00)	(38.69%)	98,699.00	28.81%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income	<u>442,249.00</u>	<u>720,975.00</u>	<u>342,550.00</u>	<u>(278,726.00)</u>	<u>(38.66%)</u>	<u>99,699.00</u>	<u>29.10%</u>
Expenses							
Salaries, Wages, & Benefits	109,627.76	158,091.27	115,614.29	(48,463.51)	(30.66%)	(5,986.53)	(5.18%)
Office Occupancy & Utilities	13,115.70	15,234.74	13,003.41	(2,119.04)	(13.91%)	112.29	0.86%
Services	183,680.97	391,309.12	112,676.42	(207,628.15)	(53.06%)	71,004.55	63.02%
Supplies	168.00	1,167.65	703.56	(999.65)	(85.61%)	(535.56)	(76.12%)
Travel	285.96	15,013.75		(14,727.79)	(98.10%)	285.96	0.00%
Leases, Rentals, & Licenses	1,326.55	5,728.51	1,375.89	(4,401.96)	(76.84%)	(49.34)	(3.59%)
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	(4,957.31)	37,648.96	57,332.94	(42,606.27)	(113.17%)	(62,290.25)	(108.65%)
Total Expenses	<u>303,247.63</u>	<u>644,193.98</u>	<u>300,706.51</u>	<u>(340,946.35)</u>	<u>(52.93%)</u>	<u>2,541.12</u>	<u>0.85%</u>
Net Gain or (Loss)	<u>139,001.37</u>	<u>76,781.02</u>	<u>41,843.49</u>	<u>62,220.35</u>	<u>81.04%</u>	<u>97,157.88</u>	<u>232.19%</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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		(900.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		719,675.00		(719,675.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income		<u>720,975.00</u>		<u>(720,975.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		75,739.98		(75,739.98)	(100.00%)		0.00%
Office Occupancy & Utilities		7,282.24		(7,282.24)	(100.00%)		0.00%
Services		355,022.59		(355,022.59)	(100.00%)		0.00%
Supplies		1,113.59		(1,113.59)	(100.00%)		0.00%
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses		4,849.06		(4,849.06)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		174,504.34		(174,504.34)	(100.00%)		0.00%
Total Expenses		<u>644,193.98</u>		<u>(644,193.98)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>76,781.02</u>		<u>(76,781.02)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	1,000.00			1,000.00	0.00%	1,000.00	0.00%
Workshops							
Annual Meeting	441,249.00		342,550.00	441,249.00	0.00%	98,699.00	28.81%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>442,249.00</u>	<u> </u>	<u>342,550.00</u>	<u>442,249.00</u>	<u>0.00%</u>	<u>99,699.00</u>	<u>29.10%</u>
Expenses							
Salaries, Wages, & Benefits	43,006.11	81,563.96	47,220.87	(38,557.85)	(47.27%)	(4,214.76)	(8.93%)
Office Occupancy & Utilities	5,854.30	7,875.43	5,288.46	(2,021.13)	(25.66%)	565.84	10.70%
Services	108,700.21	36,236.81	105,741.42	72,463.40	199.97%	2,958.79	2.80%
Supplies	89.00	54.06	290.01	34.94	64.63%	(201.01)	(69.31%)
Travel		9,331.55		(9,331.55)	(100.00%)		0.00%
Leases, Rentals, & Licenses	530.70	870.96	567.16	(340.26)	(39.07%)	(36.46)	(6.43%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	145,067.31	(135,932.77)	141,598.65	281,000.08	(206.72%)	3,468.66	2.45%
Total Expenses	<u>303,247.63</u>	<u> </u>	<u>300,706.57</u>	<u>303,247.63</u>	<u>0.00%</u>	<u>2,541.06</u>	<u>0.85%</u>
Net Gain or (Loss)	<u>139,001.37</u>	<u> </u>	<u>41,843.43</u>	<u>139,001.37</u>	<u>0.00%</u>	<u>97,157.94</u>	<u>232.19%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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					0.00%		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	66,621.65	787.33	68,393.42	65,834.32	8,361.72%	(1,771.77)	(2.59%)
Office Occupancy & Utilities	7,261.40	77.07	7,714.95	7,184.33	9,321.82%	(453.55)	(5.88%)
Services	74,980.76	49.72	6,935.00	74,931.04	150,706.03%	68,045.76	981.19%
Supplies	79.00		413.55	79.00	0.00%	(334.55)	(80.90%)
Travel	285.96			285.96	0.00%	285.96	0.00%
Leases, Rentals, & Licenses	795.85	8.49	808.73	787.36	9,273.97%	(12.88)	(1.59%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(150,024.62)	(922.61)	(84,265.71)	(149,102.01)	16,160.89%	(65,758.91)	78.04%
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
Publications
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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			4,450.00		0.00%	(4,450.00)	(100.00%)
Publications & CD Sales	188,863.03	225,827.44	244,964.78	(36,964.41)	(16.37%)	(56,101.75)	(22.90%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>27,425.19</u>	<u>37,437.55</u>	<u>29,515.83</u>	<u>(10,012.36)</u>	<u>(26.74%)</u>	<u>(2,090.64)</u>	<u>(7.08%)</u>
Total Income	<u>216,288.22</u>	<u>263,264.99</u>	<u>278,930.61</u>	<u>(46,976.77)</u>	<u>(17.84%)</u>	<u>(62,642.39)</u>	<u>(22.46%)</u>
Expenses							
Salaries, Wages, & Benefits	114,466.88	107,888.55	115,630.03	6,578.33	6.10%	(1,163.15)	(1.01%)
Office Occupancy & Utilities	12,330.40	11,123.98	12,992.44	1,206.42	10.85%	(662.04)	(5.10%)
Services	111,808.49	146,469.81	136,772.42	(34,661.32)	(23.66%)	(24,963.93)	(18.25%)
Supplies	5,642.99	5,357.03	703.11	285.96	5.34%	4,939.88	702.58%
Travel	149.00	1,982.30		(1,833.30)	(92.48%)	149.00	0.00%
Leases, Rentals, & Licenses	4,611.31	4,138.66	4,615.00	472.65	11.42%	(3.69)	(0.08%)
Taxes, Dues, & Subscriptions		585.92		(585.92)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>54,020.00</u>	<u>91,767.05</u>	<u>110,763.98</u>	<u>(37,747.05)</u>	<u>(41.13%)</u>	<u>(56,743.98)</u>	<u>(51.23%)</u>
Total Expenses	<u>303,029.07</u>	<u>369,313.30</u>	<u>381,476.98</u>	<u>(66,284.23)</u>	<u>(17.95%)</u>	<u>(78,447.91)</u>	<u>(20.56%)</u>
Net Gain or (Loss)	<u>(86,740.85)</u>	<u>(106,048.31)</u>	<u>(102,546.37)</u>	<u>19,307.46</u>	<u>(18.21%)</u>	<u>15,805.52</u>	<u>(15.41%)</u>

Society of American Archivists
Education
For the Twelve Months Ending Wednesday, June 30, 2021

	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Budget</u> <u>6/30/2021</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							
Subscriptions & Advertising							
Workshops	396,057.00	408,322.42	381,930.00	(12,265.42)	(3.00%)	14,127.00	3.70%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	289.96	8,269.90		(7,979.94)	(96.49%)	289.96	0.00%
Total Income	<u>396,346.96</u>	<u>416,592.32</u>	<u>381,930.00</u>	<u>(20,245.36)</u>	<u>(4.86%)</u>	<u>14,416.96</u>	<u>3.77%</u>
Expenses							
Salaries, Wages, & Benefits	138,692.02	242,743.60	139,518.02	(104,051.58)	(42.86%)	(826.00)	(0.59%)
Office Occupancy & Utilities	15,129.65	24,052.62	16,876.51	(8,922.97)	(37.10%)	(1,746.86)	(10.35%)
Services	127,783.86	98,714.80	145,082.20	29,069.06	29.45%	(17,298.34)	(11.92%)
Supplies	647.00	892.98	948.43	(245.98)	(27.55%)	(301.43)	(31.78%)
Travel		35,882.99		(35,882.99)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,666.99	2,634.92	1,659.12	(967.93)	(36.73%)	7.87	0.47%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		119.66		(119.66)	(100.00%)		0.00%
Total Expenses	<u>283,919.52</u>	<u>405,041.57</u>	<u>304,084.28</u>	<u>(121,122.05)</u>	<u>(29.90%)</u>	<u>(20,164.76)</u>	<u>(6.63%)</u>
Net Gain or (Loss)	<u>112,427.44</u>	<u>11,550.75</u>	<u>77,845.72</u>	<u>100,876.69</u>	<u>873.33%</u>	<u>34,581.72</u>	<u>44.42%</u>

**Society of American Archivists
Career Services
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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	54,307.25	62,928.65	10,714.08	(8,621.40)	(13.70%)	43,593.17	406.88%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>54,307.25</u>	<u>62,928.65</u>	<u>10,714.08</u>	<u>(8,621.40)</u>	<u>(13.70%)</u>	<u>43,593.17</u>	<u>406.88%</u>
Expenses							
Salaries, Wages, & Benefits	3,437.35	6,405.03	3,295.17	(2,967.68)	(46.33%)	142.18	4.31%
Office Occupancy & Utilities	390.95	588.38	369.54	(197.43)	(33.55%)	21.41	5.79%
Services	16,392.59	20,860.62	2,542.11	(4,468.03)	(21.42%)	13,850.48	544.84%
Supplies			20.07		0.00%	(20.07)	(100.00%)
Travel		757.12		(757.12)	(100.00%)		0.00%
Leases, Rentals, & Licenses	39.51	69.88	39.25	(30.37)	(43.46%)	0.26	0.66%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>20,260.40</u>	<u>28,681.03</u>	<u>6,266.14</u>	<u>(8,420.63)</u>	<u>(29.36%)</u>	<u>13,994.26</u>	<u>223.33%</u>
Net Gain or (Loss)	<u>34,046.85</u>	<u>34,247.62</u>	<u>4,447.94</u>	<u>(200.77)</u>	<u>(0.59%)</u>	<u>29,598.91</u>	<u>665.45%</u>

**Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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		25,000.00		(25,000.00)	(100.00%)		0.00%
Investments	8,554.45	54,198.27	16,784.51	(45,643.82)	(84.22%)	(8,230.06)	(49.03%)
Shipping, Handling, & Other	1,500.00	13,501.98	2,450.00	(12,001.98)	(88.89%)	(950.00)	(38.78%)
Total Income	<u>10,054.45</u>	<u>92,700.25</u>	<u>19,234.51</u>	<u>(82,645.80)</u>	<u>(89.15%)</u>	<u>(9,180.06)</u>	<u>(47.73%)</u>
Expenses							
Salaries, Wages, & Benefits	442,249.37	387,349.42	454,652.32	54,899.95	14.17%	(12,402.95)	(2.73%)
Office Occupancy & Utilities	49,344.79	42,958.38	51,797.41	6,386.41	14.87%	(2,452.62)	(4.74%)
Services	170,548.74	233,034.86	170,462.53	(62,486.12)	(26.81%)	86.21	0.05%
Supplies	8,731.27	13,341.12	3,775.50	(4,609.85)	(34.55%)	4,955.77	131.26%
Travel	626.87	32,880.27	750.00	(32,253.40)	(98.09%)	(123.13)	(16.42%)
Leases, Rentals, & Licenses	8,378.20	5,061.28	6,774.11	3,316.92	65.54%	1,604.09	23.68%
Taxes, Dues, & Subscriptions	15,248.37	27,614.29	22,360.00	(12,365.92)	(44.78%)	(7,111.63)	(31.81%)
Depreciation, Cost of Goods Sold & Other	62,319.87	59,842.29	63,163.77	2,477.58	4.14%	(843.90)	(1.34%)
Total Expenses	<u>757,447.48</u>	<u>802,081.91</u>	<u>773,735.64</u>	<u>(44,634.43)</u>	<u>(5.56%)</u>	<u>(16,288.16)</u>	<u>(2.11%)</u>
Net Gain or (Loss)	<u>(747,393.03)</u>	<u>(709,381.66)</u>	<u>(754,501.13)</u>	<u>(38,011.37)</u>	<u>5.36%</u>	<u>7,108.10</u>	<u>(0.94%)</u>

**Society of American Archivists
General & Administrative
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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		25,000.00		(25,000.00)	(100.00%)		0.00%
Investments	8,554.45	54,198.27	16,784.51	(45,643.82)	(84.22%)	(8,230.06)	(49.03%)
Shipping, Handling, & Other	1,500.00	8,501.98		(7,001.98)	(82.36%)	1,500.00	0.00%
Total Income	<u>10,054.45</u>	<u>87,700.25</u>	<u>16,784.51</u>	<u>(77,645.80)</u>	<u>(88.54%)</u>	<u>(6,730.06)</u>	<u>(40.10%)</u>
Expenses							
Salaries, Wages, & Benefits	275,771.65	229,213.30	286,346.96	46,558.35	20.31%	(10,575.31)	(3.69%)
Office Occupancy & Utilities	31,152.39	27,097.42	32,384.29	4,054.97	14.96%	(1,231.90)	(3.80%)
Services	145,223.21	155,895.42	144,914.84	(10,672.21)	(6.85%)	308.37	0.21%
Supplies	8,165.15	12,694.96	2,752.08	(4,529.81)	(35.68%)	5,413.07	196.69%
Travel	326.87	8,084.70		(7,757.83)	(95.96%)	326.87	0.00%
Leases, Rentals, & Licenses	6,387.26	2,946.46	4,772.72	3,440.80	116.78%	1,614.54	33.83%
Taxes, Dues, & Subscriptions	3,556.72	14,224.29	8,520.00	(10,667.57)	(75.00%)	(4,963.28)	(58.25%)
Depreciation, Cost of Goods Sold & Other	62,319.87	59,842.29	63,163.77	2,477.58	4.14%	(843.90)	(1.34%)
Total Expenses	<u>532,903.12</u>	<u>509,998.84</u>	<u>542,854.66</u>	<u>22,904.28</u>	<u>4.49%</u>	<u>(9,951.54)</u>	<u>(1.83%)</u>
Net Gain or (Loss)	<u>(522,848.67)</u>	<u>(422,298.59)</u>	<u>(526,070.15)</u>	<u>(100,550.08)</u>	<u>23.81%</u>	<u>3,221.48</u>	<u>(0.61%)</u>

**Society of American Archivists
Governance
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</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		5,000.00		(5,000.00)	(100.00%)		0.00%
Total Income		<u>5,000.00</u>		<u>(5,000.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	92,401.78	69,781.83	92,981.80	22,619.95	32.42%	(580.02)	(0.62%)
Office Occupancy & Utilities	10,252.68	7,013.28	10,946.76	3,239.40	46.19%	(694.08)	(6.34%)
Services	16,729.11	65,918.27	15,324.94	(49,189.16)	(74.62%)	1,404.17	9.16%
Supplies	566.12	646.16	565.44	(80.04)	(12.39%)	0.68	0.12%
Travel		18,957.83		(18,957.83)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,100.15	1,158.78	1,105.73	(58.63)	(5.06%)	(5.58)	(0.50%)
Taxes, Dues, & Subscriptions	1,691.65	3,390.00	3,840.00	(1,698.35)	(50.10%)	(2,148.35)	(55.95%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>122,741.49</u>	<u>166,866.15</u>	<u>124,764.67</u>	<u>(44,124.66)</u>	<u>(26.44%)</u>	<u>(2,023.18)</u>	<u>(1.62%)</u>
Net Gain or (Loss)	<u>(122,741.49)</u>	<u>(161,866.15)</u>	<u>(124,764.67)</u>	<u>39,124.66</u>	<u>(24.17%)</u>	<u>2,023.18</u>	<u>(1.62%)</u>

**Society of American Archivists
Advocacy
For the Twelve Months Ending Wednesday, June 30, 2021**

	<u>Year-To-Date 6/30/2021</u>	<u>Year-To-Date 6/30/2020</u>	<u>Budget 6/30/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			2,450.00		0.00%	(2,450.00)	(100.00%)
Total Income			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
Expenses							
Salaries, Wages, & Benefits	74,075.94	88,354.29	75,323.56	(14,278.35)	(16.16%)	(1,247.62)	(1.66%)
Office Occupancy & Utilities	7,939.72	8,847.68	8,466.36	(907.96)	(10.26%)	(526.64)	(6.22%)
Services	8,596.42	11,221.17	10,222.75	(2,624.75)	(23.39%)	(1,626.33)	(15.91%)
Supplies			457.98		0.00%	(457.98)	(100.00%)
Travel	300.00	5,837.74	750.00	(5,537.74)	(94.86%)	(450.00)	(60.00%)
Leases, Rentals, & Licenses	890.79	956.04	895.66	(65.25)	(6.83%)	(4.87)	(0.54%)
Taxes, Dues, & Subscriptions	10,000.00	10,000.00	10,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>101,802.87</u>	<u>125,216.92</u>	<u>106,116.31</u>	<u>(23,414.05)</u>	<u>(18.70%)</u>	<u>(4,313.44)</u>	<u>(4.06%)</u>
Net Gain or (Loss)	<u>(101,802.87)</u>	<u>(125,216.92)</u>	<u>(103,666.31)</u>	<u>23,414.05</u>	<u>(18.70%)</u>	<u>1,863.44</u>	<u>(1.80%)</u>