

**Society of American Archivists  
Council Meeting  
August 24, 2022  
Boston, Massachusetts**

**June 2022 Year-to-Date Financial Statements  
(Preliminary Close—FY 2022)**

**(Prepared by Sharmila Bhatia and Peter Carlson)**

**Overview**

For the month ending June 30, 2022, SAA posted a net gain of \$157,343. This is a *favorable* variance of \$202,474 (448.64%) as the budgeted *loss* for June was \$45,131. While SAA's performance is well ahead of budget, delays in consulting services expenses for the web site rebuild, administrative systems improvements, and DEIA projects understate our budgeted expenses. So, despite Annual Meeting registrations lagging projections by more than 400, and the extension of Beaumont's appointment for a month and a half, our net gain is well ahead of our budgeted projections.

Total revenues as of June 30 were better than last year and budget by \$43,734 (1.96%), and by \$80,599 (3.66%), respectively. Total expenses were higher than last year by \$94,242 (4.64%), and lower than budget by \$121,875 (5.43%). The variance with budget reflects the delay in starting the discovery work on the website rebuild, lagging expenses for temporary staffing, and budget timing of consulting expenses in General and Administrative, Advocacy, and Governance.

**Balance Sheet**

As of June 30, 2022, Cash and Investments balances were higher than last year by \$165,136 (10.2%) and total deferred revenues were *higher* than last year by \$138,412 (17.43%). Our Cash and Investments balance continue to be strong and exceed our prior period balance for FY 2021. Membership and Annual Meeting deferred revenues are higher than at the same time last year, while deferred revenues for Education are down slightly. While deferred revenues are 17.43% higher than last year, this would be expected given that we are doing a live Annual Meeting in Boston.

**Income Statement**

For the month ending June 30, 2022, SAA posted a net gain of \$157,343. This net gain is smaller than last year by \$50,508 (24.3%) and better than budget by \$202,474 (448.64%). Total revenues as of June 30, were higher than last year and budget by \$43,734 (1.96%) and by \$80,599 (3.66%). Total expenses were higher than last year by \$94,242 (4.64%) and lower than budget by

\$121,875 (5.43%). The variance with budget is due to timing of consultant's expenses in several cost centers.

Specific points of interest are as follows:

- **Membership:** From May 31, 2022 through June 30, 2022, overall membership (including 27 Complimentary memberships) *increased* by 66 (1.19%). Total membership as of June 30 was 5,637, and Dues revenue was lower than last year by \$670 or (0.07%), and *better than budget* by \$21,905 (2.27%). Membership's net gain as of June was \$22,524 (2.71%) lower than last year and better than budget by \$28,901 (3.7%). Membership deferred revenues in June were \$21,866 (4.0%) higher than this time last year.
- **Annual Meeting:** As of June 30, the 2021 Annual Meeting showed a net gain of \$127,317, significantly short of the budgeted estimate of \$202,312 (37.07%). While we budgeted for 2500 attendees, we have realized about 2000 registrations thus far. Revenues for the conference fell short of budget estimates by \$65,4331 (14.69%), and expenses were \$9,562 (3.93%) greater than budget.
- **Publications:** Publications posted a net loss of \$97,623 as of June 30, greater than last year by \$9,161 (10.36%) and better than budget by \$22,094 (18.46%). Total revenue as of June 30 was lower than last year and budget by \$39,151 (18.1%), and \$20,157 (10.22%), respectively. Expenses as of June 30 were lower than last year and budget by \$29,991 (9.84%) and \$42,251 (18.46%), respectively. The revenue variance with last year was expected due to the volume of new titles released in FY '21. Although sales are lagging expectations, staff continues to effectively manage expenses in this program.
- **Education:** Education posted a net gain of \$241,310 for the period ending June 30. This is better than last year and budget by \$128,882 (114.64%) and \$144,359 (148.9%), respectively. Total revenues exceeded budget estimates by \$107,842 (28.24%) and expenses were under budget by \$36,518 (12.81%). As anticipated, as the course schedule got busier, Education continues to show consistent strength. The variance with last year is the result of COVID-19 contraction last fall and winter. Clearly, our pivot to virtual continuing education programming continues to be popular.
- **Career Services:** As of June 30, Career Services posted a net gain of \$60,886, which is better than last year and budget by \$26,325 (78.83%) and \$34,561 (131.29%), respectively. Revenues of \$102,450 are higher than last year and budget by \$50,081 (88.65%) and by \$52,370 (104.57%). Our Career Center budget estimates for FY22 assumed a slight decrease in overall performance as a hedge against our requirement for employers to include salaries in job postings. It is clear that the employment outlook for the types of organizations that post on the SAA Career Center job board is strong, and that the requirement of salary transparency has had no apparent impact on overall performance.
- **General and Administrative:** The net loss in G&A for the period ending June 30 was \$641,333, which is a bigger net loss than last year and budget by \$116,797 (22.27%) and \$27,161 (4.42%), respectively. The variance with last year reflects increased staff effort distribution to this program. The variance with budget should be larger, but delays in

consulting expenses have resulted in lower expense totals than anticipated in the budget. It remains true that the additional salary associated with extending Beaumont's contract, recruitment of new staff to fill vacancies, and retention bonuses for staff will result in this program missing its budget targets by the end of FY '22.

- **Governance:** The net loss for Governance for the period ending June 30 was \$152,137. This is greater than last year's net loss by \$29,396 (23.95%) and smaller than the budgeted net loss of \$205,541 by \$53,403 (25.98%). The variance with budget is the result of a timing difference between budget and actual expenses – we had budgeted for the DEIA consultant to begin work in October. Accounting for this difference, this program is predictably under budget.

**Society of American Archivists  
Balance Sheet - Operations  
Thursday, June 30, 2022**

	<u>Fiscal 2022</u>	<u>Fiscal 2021</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,784,012.18	\$1,618,875.80	\$165,136.38	10.20%
Accounts Receivable	68,775.11	37,049.41	31,725.70	85.63%
Equipment	30,155.84	40,235.93	(10,080.09)	(25.05%)
Deposits	8,706.85	8,706.85	0.00%	0.00%
Inventory	92,485.88	102,054.23	(9,568.35)	(9.38%)
Prepaid Expenses	209,488.33	195,830.27	13,658.06	6.97%
Due From Operations	25,449.00		25,449.00	(100.00%)
Due From Foundation	547,851.92	486,673.40	61,178.52	12.57%
Cash Clearing	10,079.79		10,079.79	(100.00%)
<b>Total Assets</b>	<u><u>2,777,004.90</u></u>	<u><u>2,489,425.89</u></u>	<u><u>287,579.01</u></u>	<u><u>11.55%</u></u>
<b>Liabilities</b>				
Accounts Payable	30,185.16	34,392.40	(4,207.24)	(12.23%)
Salaries and Wages Payable	35,019.84	44,174.52	(9,154.68)	(20.72%)
<b>Deferred Revenues</b>				
Annual Meeting	208,205.00	123,647.00	84,558.00	68.39%
Subscriptions	39,476.01	39,140.67	335.34	0.86%
Membership	568,324.18	546,458.08	21,866.10	4.00%
Education	(369.00)	9,398.00	(9,767.00)	(103.93%)
Sponsors	40,250.00	75,650.00	(35,400.00)	(46.79%)
Advertising	7,500.00		7,500.00	(100.00%)
Exhibitors	69,320.00		69,320.00	(100.00%)
Publication Pre-Sales				(100.00%)
<b>Total Deferred Revenues</b>	932,706.19	794,293.75	138,412.44	17.43%
<b>Due to Council-Directed Funds</b>	836,295.00	628,443.77	207,851.23	33.07%
<b>Due To Foundation</b>	41,984.57	34,515.02	7,469.55	21.64%
<b>Deferred Rent</b>	6,472.11	8,756.31	(2,284.20)	(26.09%)
<b>Total Liabilities</b>	<u><u>1,882,662.87</u></u>	<u><u>1,544,575.77</u></u>	<u><u>338,087.10</u></u>	<u><u>21.89%</u></u>
<b>Net Assets</b>				
<b>Fund Balance</b>	736,998.89	736,998.89		0.00%
<b>Net Gain or Loss</b>	157,343.14	207,851.23	(50,508.09)	(24.30%)
<b>Total Net Assets</b>	<u><u>894,342.03</u></u>	<u><u>944,850.12</u></u>	<u><u>(50,508.09)</u></u>	<u><u>(5.35%)</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,777,004.90</u></u>	<u><u>2,489,425.89</u></u>	<u><u>287,579.01</u></u>	<u><u>11.55%</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date</u> <u>6/30/2022</u>	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Budget</u> <u>6/30/2022</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>
<b>Operations</b>							
<b>Membership</b>	\$809,588.00	\$832,112.49	\$780,687.43	(\$22,524.49)	(2.71%)	\$28,900.57	3.70%
<b>Annual Meeting</b>	127,317.09	139,001.37	202,312.01	(11,684.28)	(8.41%)	(74,994.92)	(37.07%)
<b>Publications</b>	(97,623.36)	(88,462.85)	(119,717.74)	(9,160.51)	10.36%	22,094.38	(18.46%)
<b>Education</b>	241,309.64	112,427.44	96,950.41	128,882.20	114.64%	144,359.23	148.90%
<b>Career Services</b>	60,886.26	34,046.85	26,324.88	26,839.41	78.83%	34,561.38	131.29%
<b>American Archivist</b>	(24,334.10)	(20,962.78)	(4,227.09)	(3,371.32)	16.08%	(20,107.01)	475.67%
<b>Archival Outlook</b>	(71,044.31)	(51,230.76)	(84,476.90)	(19,813.55)	38.68%	13,432.59	(15.90%)
<b>General &amp; Administrative</b>	(641,333.13)	(524,536.17)	(614,172.62)	(116,796.96)	22.27%	(27,160.51)	4.42%
<b>Advocacy</b>	(95,285.55)	(101,802.87)	(123,270.40)	6,517.32	(6.40%)	27,984.85	(22.70%)
<b>Governance</b>	(152,137.40)	(122,741.49)	(205,540.55)	(29,395.91)	23.95%	53,403.15	(25.98%)
<b>Total Net Gain/(Loss)</b>	<u>157,343.14</u>	<u>207,851.23</u>	<u>(45,130.57)</u>	<u>(50,508.09)</u>	<u>(24.30%)</u>	<u>202,473.71</u>	<u>(448.64%)</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date</u> <u>6/30/2022</u>	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Budget</u> <u>6/30/2022</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>
<b>Revenues</b>							
Membership	\$988,485.90	\$989,230.27	\$967,854.11	(\$744.37)	(0.08%)	\$20,631.79	2.13%
Annual Meeting	380,067.00	442,249.00	445,499.99	(62,182.00)	(14.06%)	(65,432.99)	(14.69%)
Publications	177,136.95	216,288.22	197,293.55	(39,151.27)	(18.10%)	(20,156.60)	(10.22%)
Education	489,771.58	396,346.96	381,930.00	93,424.62	23.57%	107,841.58	28.24%
Career Services	102,450.45	54,307.25	50,080.56	48,143.20	88.65%	52,369.89	104.57%
American Archivist	82,063.05	97,093.01	102,600.01	(15,029.96)	(15.48%)	(20,536.96)	(20.02%)
Archival Outlook	36,069.46	31,440.42	33,669.67	4,629.04	14.72%	2,399.79	7.13%
General & Administrative	24,699.36	10,054.45	18,767.00	14,644.91	145.66%	5,932.36	31.61%
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
<b>Total Revenues</b>	<u>2,280,743.75</u>	<u>2,237,009.58</u>	<u>2,200,144.89</u>	<u>43,734.17</u>	<u>1.96%</u>	<u>80,598.86</u>	<u>3.66%</u>
<b>Expenses</b>							
Membership	178,897.90	157,117.78	187,166.68	21,780.12	13.86%	(8,268.78)	(4.42%)
Annual Meeting	252,749.91	303,247.63	243,187.98	(50,497.72)	(16.65%)	9,561.93	3.93%
Publications	274,760.31	304,751.07	317,011.29	(29,990.76)	(9.84%)	(42,250.98)	(13.33%)
Education	248,461.94	283,919.52	284,979.59	(35,457.58)	(12.49%)	(36,517.65)	(12.81%)
Career Services	41,564.19	20,260.40	23,755.68	21,303.79	105.15%	17,808.51	74.97%
American Archivist	106,397.15	118,055.79	106,827.10	(11,658.64)	(9.88%)	(429.95)	(0.40%)
Archival Outlook	107,113.77	82,671.18	118,146.57	24,442.59	29.57%	(11,032.80)	(9.34%)
General & Administrative	666,032.49	534,590.62	632,939.62	131,441.87	24.59%	33,092.87	5.23%
Advocacy	95,285.55	101,802.87	125,720.40	(6,517.32)	(6.40%)	(30,434.85)	(24.21%)
Governance	152,137.40	122,741.49	205,540.55	29,395.91	23.95%	(53,403.15)	(25.98%)
<b>Total Expenses</b>	<u>2,123,400.61</u>	<u>2,029,158.35</u>	<u>2,245,275.46</u>	<u>94,242.26</u>	<u>4.64%</u>	<u>(121,874.85)</u>	<u>(5.43%)</u>
<b>Total Net Gain/(Loss)</b>	<u>157,343.14</u>	<u>207,851.23</u>	<u>(45,130.57)</u>	<u>(50,508.09)</u>	<u>(24.30%)</u>	<u>202,473.71</u>	<u>(448.64%)</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date</u> <u>6/30/2022</u>	<u>Year-To-Date</u> <u>6/30/2021</u>	<u>Budget</u> <u>6/30/2022</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>
<b>Income</b>							
Dues	\$986,663.90	\$985,994.07	\$964,758.86	\$669.83	0.07%	\$21,905.04	2.27%
Subscriptions & Advertising	213,458.57	174,774.90	177,750.24	38,683.67	22.13%	35,708.33	20.09%
Workshops	489,271.60	396,057.00	381,930.00	93,214.60	23.54%	107,341.60	28.11%
Annual Meeting	378,067.00	441,249.00	445,499.99	(63,182.00)	(14.32%)	(67,432.99)	(15.14%)
Publications & CD Sales	155,729.41	188,863.03	179,489.49	(33,133.62)	(17.54%)	(23,760.08)	(13.24%)
Contributions					0.00%		0.00%
Investments	23,646.36	8,554.45	18,767.00	15,091.91	176.42%	4,879.36	26.00%
Shipping, Handling, & Other	33,906.91	41,517.13	31,949.31	(7,610.22)	(18.33%)	1,957.60	6.13%
<b>Total Income</b>	<u>2,280,743.75</u>	<u>2,237,009.58</u>	<u>2,200,144.89</u>	<u>43,734.17</u>	<u>1.96%</u>	<u>80,598.86</u>	<u>3.66%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	1,077,785.90	1,004,990.38	1,079,025.93	72,795.52	7.24%	(1,240.03)	(0.11%)
Office Occupancy & Utilities	116,190.93	111,275.02	119,582.38	4,915.91	4.42%	(3,391.45)	(2.84%)
Services	728,920.93	735,431.06	756,885.06	(6,510.13)	(0.89%)	(27,964.13)	(3.69%)
Supplies	18,856.46	16,256.57	8,226.83	2,599.89	15.99%	10,629.63	129.21%
Travel	29,137.01	1,061.83	38,135.00	28,075.18	2,644.04%	(8,997.99)	(23.60%)
Leases, Rentals, & Licenses	18,430.48	18,375.73	16,289.15	54.75	0.30%	2,141.33	13.15%
Taxes, Dues, & Subscriptions	24,972.60	15,248.37	16,140.00	9,724.23	63.77%	8,832.60	54.72%
Depreciation, Cost of Goods Sold & Other	109,106.30	126,519.39	210,991.11	(17,413.09)	(13.76%)	(101,884.81)	(48.29%)
<b>Total Expenses</b>	<u>2,123,400.61</u>	<u>2,029,158.35</u>	<u>2,245,275.46</u>	<u>94,242.26</u>	<u>4.64%</u>	<u>(121,874.85)</u>	<u>(5.43%)</u>
<b>Net Gain or (Loss)</b>	<u>157,343.14</u>	<u>207,851.23</u>	<u>(45,130.57)</u>	<u>(50,508.09)</u>	<u>(24.30%)</u>	<u>202,473.71</u>	<u>(448.64%)</u>

**Society of American Archivists  
Membership and Periodicals  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$986,663.90	\$985,994.07	\$964,758.86	\$669.83	0.07%	\$21,905.04	2.27%
Subscriptions & Advertising	109,008.12	119,467.65	127,669.68	(10,459.53)	(8.76%)	(18,661.56)	(14.62%)
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	10,946.39	12,301.98	11,695.25	(1,355.59)	(11.02%)	(748.86)	(6.40%)
<b>Total Income</b>	<u>1,106,618.41</u>	<u>1,117,763.70</u>	<u>1,104,123.79</u>	<u>(11,145.29)</u>	<u>(1.00%)</u>	<u>2,494.62</u>	<u>0.23%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	219,002.49	196,517.00	227,144.82	22,485.49	11.44%	(8,142.33)	(3.58%)
Office Occupancy & Utilities	23,861.46	20,963.53	24,888.03	2,897.93	13.82%	(1,026.57)	(4.12%)
Services	137,460.69	123,528.91	146,109.67	13,931.78	11.28%	(8,648.98)	(5.92%)
Supplies	764.53	1,067.31	2,208.39	(302.78)	(28.37%)	(1,443.86)	(65.38%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	2,521.17	2,353.17	2,452.56	168.00	7.14%	68.61	2.80%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	8,798.48	13,414.83	9,336.88	(4,616.35)	(34.41%)	(538.40)	(5.77%)
<b>Total Expenses</b>	<u>392,408.82</u>	<u>357,844.75</u>	<u>412,140.35</u>	<u>34,564.07</u>	<u>9.66%</u>	<u>(19,731.53)</u>	<u>(4.79%)</u>
<b>Net Gain or (Loss)</b>	<u>714,209.59</u>	<u>759,918.95</u>	<u>691,983.44</u>	<u>(45,709.36)</u>	<u>(6.02%)</u>	<u>22,226.15</u>	<u>3.21%</u>



**Society of American Archivists  
Membership  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$986,663.90	\$985,994.07	\$964,758.86	\$669.83	0.07%	\$21,905.04	2.27%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,822.00</u>	<u>3,236.20</u>	<u>3,095.25</u>	<u>(1,414.20)</u>	<u>(43.70%)</u>	<u>(1,273.25)</u>	<u>(41.14%)</u>
<b>Total Income</b>	<u>988,485.90</u>	<u>989,230.27</u>	<u>967,854.11</u>	<u>(744.37)</u>	<u>(0.08%)</u>	<u>20,631.79</u>	<u>2.13%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	140,697.25	118,698.46	145,413.65	21,998.79	18.53%	(4,716.40)	(3.24%)
Office Occupancy & Utilities	15,271.04	12,730.52	15,835.51	2,540.52	19.96%	(564.47)	(3.56%)
Services	11,762.77	9,998.18	13,273.47	1,764.59	17.65%	(1,510.70)	(11.38%)
Supplies	754.69	858.07	1,737.42	(103.38)	(12.05%)	(982.73)	(56.56%)
Travel							
Leases, Rentals, & Licenses	1,613.67	1,417.72	1,569.75	195.95	13.82%	43.92	2.80%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>8,798.48</u>	<u>13,414.83</u>	<u>9,336.88</u>	<u>(4,616.35)</u>	<u>(34.41%)</u>	<u>(538.40)</u>	<u>(5.77%)</u>
<b>Total Expenses</b>	<u>178,897.90</u>	<u>157,117.78</u>	<u>187,166.68</u>	<u>21,780.12</u>	<u>13.86%</u>	<u>(8,268.78)</u>	<u>(4.42%)</u>
<b>Net Gain or (Loss)</b>	<u>809,588.00</u>	<u>832,112.49</u>	<u>780,687.43</u>	<u>(22,524.49)</u>	<u>(2.71%)</u>	<u>28,900.57</u>	<u>3.70%</u>

**Society of American Archivists  
Periodicals (AA & AO)  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	109,008.12	119,467.65	127,669.68	(10,459.53)	(8.76%)	(18,661.56)	(14.62%)
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	9,124.39	9,065.78	8,600.00	58.61	0.65%	524.39	6.10%
<b>Total Income</b>	<u>118,132.51</u>	<u>128,533.43</u>	<u>136,269.68</u>	<u>(10,400.92)</u>	<u>(8.09%)</u>	<u>(18,137.17)</u>	<u>(13.31%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	78,305.24	77,818.54	81,731.17	486.70	0.63%	(3,425.93)	(4.19%)
Office Occupancy & Utilities	8,590.42	8,233.01	9,052.52	357.41	4.34%	(462.10)	(5.10%)
Services	125,697.92	113,530.73	132,836.20	12,167.19	10.72%	(7,138.28)	(5.37%)
Supplies	9.84	209.24	470.97	(199.40)	(95.30%)	(461.13)	(97.91%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	907.50	935.45	882.81	(27.95)	(2.99%)	24.69	2.80%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>213,510.92</u>	<u>200,726.97</u>	<u>224,973.67</u>	<u>12,783.95</u>	<u>6.37%</u>	<u>(11,462.75)</u>	<u>(5.10%)</u>
<b>Net Gain or (Loss)</b>	<u>(95,378.41)</u>	<u>(72,193.54)</u>	<u>(88,703.99)</u>	<u>(23,184.87)</u>	<u>32.11%</u>	<u>(6,674.42)</u>	<u>7.52%</u>

**Society of American Archivists  
American Archivist  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	74,238.66	89,132.23	95,000.01	(14,893.57)	(16.71%)	(20,761.35)	(21.85%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>7,824.39</u>	<u>7,960.78</u>	<u>7,600.00</u>	<u>(136.39)</u>	<u>(1.71%)</u>	<u>224.39</u>	<u>2.95%</u>
<b>Total Income</b>	<u>82,063.05</u>	<u>97,093.01</u>	<u>102,600.01</u>	<u>(15,029.96)</u>	<u>(15.48%)</u>	<u>(20,536.96)</u>	<u>(20.02%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	40,316.06	39,553.78	42,090.34	762.28	1.93%	(1,774.28)	(4.22%)
Office Occupancy & Utilities	4,428.40	4,113.57	4,734.26	314.83	7.65%	(305.86)	(6.46%)
Services	61,185.05	73,875.64	59,305.30	(12,690.59)	(17.18%)	1,879.75	3.17%
Supplies		35.87	242.55	(35.87)	(100.00%)	(242.55)	(100.00%)
Travel							
Leases, Rentals, & Licenses	467.64	476.93	454.65	(9.29)	(1.95%)	12.99	2.86%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>106,397.15</u>	<u>118,055.79</u>	<u>106,827.10</u>	<u>(11,658.64)</u>	<u>(9.88%)</u>	<u>(429.95)</u>	<u>(0.40%)</u>
<b>Net Gain or (Loss)</b>	<u>(24,334.10)</u>	<u>(20,962.78)</u>	<u>(4,227.09)</u>	<u>(3,371.32)</u>	<u>16.08%</u>	<u>(20,107.01)</u>	<u>475.67%</u>

**Society of American Archivists  
Archival Outlook  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	34,769.46	30,335.42	32,669.67	4,434.04	14.62%	2,099.79	6.43%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,300.00</u>	<u>1,105.00</u>	<u>1,000.00</u>	<u>195.00</u>	<u>17.65%</u>	<u>300.00</u>	<u>30.00%</u>
<b>Total Income</b>	<u>36,069.46</u>	<u>31,440.42</u>	<u>33,669.67</u>	<u>4,629.04</u>	<u>14.72%</u>	<u>2,399.79</u>	<u>7.13%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	37,989.18	38,264.76	39,640.83	(275.58)	(0.72%)	(1,651.65)	(4.17%)
Office Occupancy & Utilities	4,162.02	4,119.44	4,318.26	42.58	1.03%	(156.24)	(3.62%)
Services	64,512.87	39,655.09	73,530.90	24,857.78	62.68%	(9,018.03)	(12.26%)
Supplies	9.84	173.37	228.42	(163.53)	(94.32%)	(218.58)	(95.69%)
Travel							
Leases, Rentals, & Licenses	439.86	458.52	428.16	(18.66)	(4.07%)	11.70	2.73%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>107,113.77</u>	<u>82,671.18</u>	<u>118,146.57</u>	<u>24,442.59</u>	<u>29.57%</u>	<u>(11,032.80)</u>	<u>(9.34%)</u>
<b>Net Gain or (Loss)</b>	<u>(71,044.31)</u>	<u>(51,230.76)</u>	<u>(84,476.90)</u>	<u>(19,813.55)</u>	<u>38.68%</u>	<u>13,432.59</u>	<u>(15.90%)</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	104,450.45	55,307.25	50,080.56	49,143.20	88.85%	54,369.89	108.56%
Workshops	489,271.60	396,057.00	381,930.00	93,214.60	23.54%	107,341.60	28.11%
Annual Meeting	378,067.00	441,249.00	445,499.99	(63,182.00)	(14.32%)	(67,432.99)	(15.14%)
Publications & CD Sales	155,729.41	188,863.03	179,489.49	(33,133.62)	(17.54%)	(23,760.08)	(13.24%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	21,907.52	27,715.15	17,804.06	(5,807.63)	(20.95%)	4,103.46	23.05%
<b>Total Income</b>	<u>1,149,425.98</u>	<u>1,109,191.43</u>	<u>1,074,804.10</u>	<u>40,234.55</u>	<u>3.63%</u>	<u>74,621.88</u>	<u>6.94%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	325,643.63	366,224.01	339,437.60	(40,580.38)	(11.08%)	(13,793.97)	(4.06%)
Office Occupancy & Utilities	35,649.14	40,966.70	38,178.72	(5,317.56)	(12.98%)	(2,529.58)	(6.63%)
Services	405,680.42	439,665.91	342,296.56	(33,985.49)	(7.73%)	63,383.86	18.52%
Supplies	3,362.80	6,457.99	2,055.62	(3,095.19)	(47.93%)	1,307.18	63.59%
Travel	2,635.86	434.96	2,500.00	2,200.90	506.00%	135.86	5.43%
Leases, Rentals, & Licenses	7,199.78	7,644.36	6,905.84	(444.58)	(5.82%)	293.94	4.26%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	37,364.72	50,784.69	137,560.20	(13,419.97)	(26.43%)	(100,195.48)	(72.84%)
<b>Total Expenses</b>	<u>817,536.35</u>	<u>912,178.62</u>	<u>868,934.54</u>	<u>(94,642.27)</u>	<u>(10.38%)</u>	<u>(51,398.19)</u>	<u>(5.92%)</u>
<b>Net Gain or (Loss)</b>	<u>331,889.63</u>	<u>197,012.81</u>	<u>205,869.56</u>	<u>134,876.82</u>	<u>68.46%</u>	<u>126,020.07</u>	<u>61.21%</u>

**Society of American Archivists  
Annual Meeting  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	2,000.00	1,000.00		1,000.00	100.00%	2,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	378,067.00	441,249.00	445,499.99	(63,182.00)	(14.32%)	(67,432.99)	(15.14%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>	<u>380,067.00</u>	<u>442,249.00</u>	<u>445,499.99</u>	<u>(62,182.00)</u>	<u>(14.06%)</u>	<u>(65,432.99)</u>	<u>(14.69%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	84,039.54	109,627.76	87,153.20	(25,588.22)	(23.34%)	(3,113.66)	(3.57%)
Office Occupancy & Utilities	9,150.99	13,115.70	9,501.56	(3,964.71)	(30.23%)	(350.57)	(3.69%)
Services	166,537.06	183,680.97	74,993.03	(17,143.91)	(9.33%)	91,544.03	122.07%
Supplies		168.00	502.35	(168.00)	(100.00%)	(502.35)	(100.00%)
Travel	2,077.86	285.96	2,500.00	1,791.90	626.63%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	968.10	1,326.55	941.66	(358.45)	(27.02%)	26.44	2.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(10,023.64)	(4,957.31)	67,596.18	(5,066.33)	102.20%	(77,619.82)	(114.83%)
<b>Total Expenses</b>	<u>252,749.91</u>	<u>303,247.63</u>	<u>243,187.98</u>	<u>(50,497.72)</u>	<u>(16.65%)</u>	<u>9,561.93</u>	<u>3.93%</u>
<b>Net Gain or (Loss)</b>	<u>127,317.09</u>	<u>139,001.37</u>	<u>202,312.01</u>	<u>(11,684.28)</u>	<u>(8.41%)</u>	<u>(74,994.92)</u>	<u>(37.07%)</u>

**Society of American Archivists  
Annual Meeting - Chicago 2020  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising		1,000.00		(1,000.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		441,249.00		(441,249.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>		<u>442,249.00</u>		<u>(442,249.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits		43,006.11		(43,006.11)	(100.00%)		0.00%
Office Occupancy & Utilities		5,854.30		(5,854.30)	(100.00%)		0.00%
Services		108,700.21		(108,700.21)	(100.00%)		0.00%
Supplies		89.00		(89.00)	(100.00%)		0.00%
Travel							
Leases, Rentals, & Licenses		530.70		(530.70)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		145,067.31		(145,067.31)	(100.00%)		0.00%
<b>Total Expenses</b>		<u>303,247.63</u>		<u>(303,247.63)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Net Gain or (Loss)</b>		<u>139,001.37</u>		<u>(139,001.37)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists  
Annual Meeting - Anaheim 2021  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	2,000.00			2,000.00	0.00%	2,000.00	0.00%
Workshops							
Annual Meeting	378,067.00		445,499.99	378,067.00	0.00%	(67,432.99)	(15.14%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>380,067.00</u>	<u></u>	<u>445,499.99</u>	<u>380,067.00</u>	<u>0.00%</u>	<u>(65,432.99)</u>	<u>(14.69%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	18,814.38	66,621.65	32,034.39	(47,807.27)	(71.76%)	(13,220.01)	(41.27%)
Office Occupancy & Utilities	1,960.30	7,261.40	3,511.53	(5,301.10)	(73.00%)	(1,551.23)	(44.18%)
Services	78,733.41	74,980.76	70,184.80	3,752.65	5.00%	8,548.61	12.18%
Supplies		79.00	186.93	(79.00)	(100.00%)	(186.93)	(100.00%)
Travel	2,077.86	285.96	2,500.00	1,791.90	626.63%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	216.73	795.85	350.40	(579.12)	(72.77%)	(133.67)	(38.15%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	150,947.23	(150,024.62)	134,419.93	300,971.85	(200.61%)	16,527.30	12.30%
<b>Total Expenses</b>	<u>252,749.91</u>	<u></u>	<u>243,187.98</u>	<u>252,749.91</u>	<u>0.00%</u>	<u>9,561.93</u>	<u>3.93%</u>
<b>Net Gain or (Loss)</b>	<u>127,317.09</u>	<u></u>	<u>202,312.01</u>	<u>127,317.09</u>	<u>0.00%</u>	<u>(74,994.92)</u>	<u>(37.07%)</u>



**Society of American Archivists  
Annual Meeting - Boston 2022  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	65,225.16		55,118.81	65,225.16	0.00%	10,106.35	18.34%
Office Occupancy & Utilities	7,190.69		5,990.03	7,190.69	0.00%	1,200.66	20.04%
Services	87,803.65		4,808.23	87,803.65	0.00%	82,995.42	1,726.11%
Supplies			315.42		0.00%	(315.42)	(100.00%)
Travel							
Leases, Rentals, & Licenses	751.37		591.26	751.37	0.00%	160.11	27.08%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(160,970.87)		(66,823.75)	(160,970.87)	0.00%	(94,147.12)	140.89%
<b>Total Expenses</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>					<b>0.00%</b>		<b>0.00%</b>

**Society of American Archivists  
Publications  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	155,729.41	188,863.03	179,489.49	(33,133.62)	(17.54%)	(23,760.08)	(13.24%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>21,407.54</u>	<u>27,425.19</u>	<u>17,804.06</u>	<u>(6,017.65)</u>	<u>(21.94%)</u>	<u>3,603.48</u>	<u>20.24%</u>
<b>Total Income</b>	<u>177,136.95</u>	<u>216,288.22</u>	<u>197,293.55</u>	<u>(39,151.27)</u>	<u>(18.10%)</u>	<u>(20,156.60)</u>	<u>(10.22%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	103,589.69	114,466.88	108,142.06	(10,877.19)	(9.50%)	(4,552.37)	(4.21%)
Office Occupancy & Utilities	11,358.81	12,330.40	11,778.77	(971.59)	(7.88%)	(419.96)	(3.57%)
Services	104,109.67	111,808.49	122,095.61	(7,698.82)	(6.89%)	(17,985.94)	(14.73%)
Supplies	3,362.80	5,642.99	623.01	(2,280.19)	(40.41%)	2,739.79	439.77%
Travel	349.00	149.00		200.00	134.23%	349.00	0.00%
Leases, Rentals, & Licenses	4,631.81	4,611.31	4,407.82	20.50	0.44%	223.99	5.08%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>47,358.53</u>	<u>55,742.00</u>	<u>69,964.02</u>	<u>(8,383.47)</u>	<u>(15.04%)</u>	<u>(22,605.49)</u>	<u>(32.31%)</u>
<b>Total Expenses</b>	<u>274,760.31</u>	<u>304,751.07</u>	<u>317,011.29</u>	<u>(29,990.76)</u>	<u>(9.84%)</u>	<u>(42,250.98)</u>	<u>(13.33%)</u>
<b>Net Gain or (Loss)</b>	<u>(97,623.36)</u>	<u>(88,462.85)</u>	<u>(119,717.74)</u>	<u>(9,160.51)</u>	<u>10.36%</u>	<u>22,094.38</u>	<u>(18.46%)</u>

**Society of American Archivists  
Education  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops	489,271.60	396,057.00	381,930.00	93,214.60	23.54%	107,341.60	28.11%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	499.98	289.96		210.02	72.43%	499.98	0.00%
<b>Total Income</b>	<u>489,771.58</u>	<u>396,346.96</u>	<u>381,930.00</u>	<u>93,424.62</u>	<u>23.57%</u>	<u>107,841.58</u>	<u>28.24%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	130,650.98	138,692.02	136,496.47	(8,041.04)	(5.80%)	(5,845.49)	(4.28%)
Office Occupancy & Utilities	14,336.51	15,129.65	16,064.93	(793.14)	(5.24%)	(1,728.42)	(10.76%)
Services	101,720.58	127,783.86	130,058.31	(26,063.28)	(20.40%)	(28,337.73)	(21.79%)
Supplies		647.00	886.19	(647.00)	(100.00%)	(886.19)	(100.00%)
Travel	209.00			209.00	0.00%	209.00	0.00%
Leases, Rentals, & Licenses	1,515.04	1,666.99	1,473.69	(151.95)	(9.12%)	41.35	2.81%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	29.83			29.83	0.00%	29.83	0.00%
<b>Total Expenses</b>	<u>248,461.94</u>	<u>283,919.52</u>	<u>284,979.59</u>	<u>(35,457.58)</u>	<u>(12.49%)</u>	<u>(36,517.65)</u>	<u>(12.81%)</u>
<b>Net Gain or (Loss)</b>	<u>241,309.64</u>	<u>112,427.44</u>	<u>96,950.41</u>	<u>128,882.20</u>	<u>114.64%</u>	<u>144,359.23</u>	<u>148.90%</u>

**Society of American Archivists  
Career Services  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	102,450.45	54,307.25	50,080.56	48,143.20	88.65%	52,369.89	104.57%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>102,450.45</u>	<u>54,307.25</u>	<u>50,080.56</u>	<u>48,143.20</u>	<u>88.65%</u>	<u>52,369.89</u>	<u>104.57%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	7,363.42	3,437.35	7,645.87	3,926.07	114.22%	(282.45)	(3.69%)
Office Occupancy & Utilities	802.83	390.95	833.46	411.88	105.35%	(30.63)	(3.68%)
Services	33,313.11	16,392.59	15,149.61	16,920.52	103.22%	18,163.50	119.89%
Supplies			44.07		0.00%	(44.07)	(100.00%)
Travel							
Leases, Rentals, & Licenses	84.83	39.51	82.67	45.32	114.71%	2.16	2.61%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>41,564.19</u>	<u>20,260.40</u>	<u>23,755.68</u>	<u>21,303.79</u>	<u>105.15%</u>	<u>17,808.51</u>	<u>74.97%</u>
<b>Net Gain or (Loss)</b>	<u>60,886.26</u>	<u>34,046.85</u>	<u>26,324.88</u>	<u>26,839.41</u>	<u>78.83%</u>	<u>34,561.38</u>	<u>131.29%</u>

**Society of American Archivists  
Operational Expense Centers  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
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	23,646.36	8,554.45	18,767.00	15,091.91	176.42%	4,879.36	26.00%
Shipping, Handling, & Other	1,053.00	1,500.00	2,450.00	(447.00)	(29.80%)	(1,397.00)	(57.02%)
<b>Total Income</b>	<u>24,699.36</u>	<u>10,054.45</u>	<u>21,217.00</u>	<u>14,644.91</u>	<u>145.66%</u>	<u>3,482.36</u>	<u>16.41%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	533,139.78	442,249.37	512,443.51	90,890.41	20.55%	20,696.27	4.04%
Office Occupancy & Utilities	56,680.33	49,344.79	56,515.63	7,335.54	14.87%	164.70	0.29%
Services	185,779.82	172,236.24	268,478.83	13,543.58	7.86%	(82,699.01)	(30.80%)
Supplies	14,729.13	8,731.27	3,962.82	5,997.86	68.69%	10,766.31	271.68%
Travel	26,501.15	626.87	35,635.00	25,874.28	4,127.54%	(9,133.85)	(25.63%)
Leases, Rentals, & Licenses	8,709.53	8,378.20	6,930.75	331.33	3.95%	1,778.78	25.67%
Taxes, Dues, & Subscriptions	24,972.60	15,248.37	16,140.00	9,724.23	63.77%	8,832.60	54.72%
Depreciation, Cost of Goods Sold & Other	62,943.10	62,319.87	64,094.03	623.23	1.00%	(1,150.93)	(1.80%)
<b>Total Expenses</b>	<u>913,455.44</u>	<u>759,134.98</u>	<u>964,200.57</u>	<u>154,320.46</u>	<u>20.33%</u>	<u>(50,745.13)</u>	<u>(5.26%)</u>
<b>Net Gain or (Loss)</b>	<u>(888,756.08)</u>	<u>(749,080.53)</u>	<u>(942,983.57)</u>	<u>(139,675.55)</u>	<u>18.65%</u>	<u>54,227.49</u>	<u>(5.75%)</u>

**Society of American Archivists  
General & Administrative  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	23,646.36	8,554.45	18,767.00	15,091.91	176.42%	4,879.36	26.00%
Shipping, Handling, & Other	1,053.00	1,500.00		(447.00)	(29.80%)	1,053.00	0.00%
<b>Total Income</b>	<u>24,699.36</u>	<u>10,054.45</u>	<u>18,767.00</u>	<u>14,644.91</u>	<u>145.66%</u>	<u>5,932.36</u>	<u>31.61%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	356,993.20	275,771.65	328,479.65	81,221.55	29.45%	28,513.55	8.68%
Office Occupancy & Utilities	35,378.82	31,152.39	35,980.35	4,226.43	13.57%	(601.53)	(1.67%)
Services	163,374.36	146,910.71	185,137.69	16,463.65	11.21%	(21,763.33)	(11.76%)
Supplies	14,729.13	8,165.15	2,903.28	6,563.98	80.39%	11,825.85	407.33%
Travel	10,973.77	326.87	6,000.00	10,646.90	3,257.23%	4,973.77	82.90%
Leases, Rentals, & Licenses	6,667.51	6,387.26	4,944.62	280.25	4.39%	1,722.89	34.84%
Taxes, Dues, & Subscriptions	14,972.60	3,556.72	5,400.00	11,415.88	320.97%	9,572.60	177.27%
Depreciation, Cost of Goods Sold & Other	62,943.10	62,319.87	64,094.03	623.23	1.00%	(1,150.93)	(1.80%)
<b>Total Expenses</b>	<u>666,032.49</u>	<u>534,590.62</u>	<u>632,939.62</u>	<u>131,441.87</u>	<u>24.59%</u>	<u>33,092.87</u>	<u>5.23%</u>
<b>Net Gain or (Loss)</b>	<u>(641,333.13)</u>	<u>(524,536.17)</u>	<u>(614,172.62)</u>	<u>(116,796.96)</u>	<u>22.27%</u>	<u>(27,160.51)</u>	<u>4.42%</u>

**Society of American Archivists  
Governance  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	109,443.69	92,401.78	114,365.75	17,041.91	18.44%	(4,922.06)	(4.30%)
Office Occupancy & Utilities	13,990.36	10,252.68	12,954.28	3,737.68	36.46%	1,036.08	8.00%
Services	14,539.58	16,729.11	60,622.41	(2,189.53)	(13.09%)	(46,082.83)	(76.02%)
Supplies		566.12	658.59	(566.12)	(100.00%)	(658.59)	(100.00%)
Travel	12,894.43		14,965.00	12,894.43	0.00%	(2,070.57)	(13.84%)
Leases, Rentals, & Licenses	1,269.34	1,100.15	1,234.52	169.19	15.38%	34.82	2.82%
Taxes, Dues, & Subscriptions		1,691.65	740.00	(1,691.65)	(100.00%)	(740.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<b>152,137.40</b>	<b>122,741.49</b>	<b>205,540.55</b>	<b>29,395.91</b>	<b>23.95%</b>	<b>(53,403.15)</b>	<b>(25.98%)</b>
<b>Net Gain or (Loss)</b>	<b><u>(152,137.40)</u></b>	<b><u>(122,741.49)</u></b>	<b><u>(205,540.55)</u></b>	<b><u>(29,395.91)</u></b>	<b><u>23.95%</u></b>	<b><u>53,403.15</u></b>	<b><u>(25.98%)</u></b>

**Society of American Archivists  
Advocacy  
For the Twelve Months Ending Thursday, June 30, 2022**

	<u>Year-To-Date 6/30/2022</u>	<u>Year-To-Date 6/30/2021</u>	<u>Budget 6/30/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
<b>Total Income</b>			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	<u>66,702.89</u>	<u>74,075.94</u>	<u>69,598.11</u>	<u>(7,373.05)</u>	<u>(9.95%)</u>	<u>(2,895.22)</u>	<u>(4.16%)</u>
Office Occupancy & Utilities	<u>7,311.15</u>	<u>7,939.72</u>	<u>7,581.00</u>	<u>(628.57)</u>	<u>(7.92%)</u>	<u>(269.85)</u>	<u>(3.56%)</u>
Services	<u>7,865.88</u>	<u>8,596.42</u>	<u>22,718.73</u>	<u>(730.54)</u>	<u>(8.50%)</u>	<u>(14,852.85)</u>	<u>(65.38%)</u>
Supplies			<u>400.95</u>		<u>0.00%</u>	<u>(400.95)</u>	<u>(100.00%)</u>
Travel	<u>2,632.95</u>	<u>300.00</u>	<u>14,670.00</u>	<u>2,332.95</u>	<u>777.65%</u>	<u>(12,037.05)</u>	<u>(82.05%)</u>
Leases, Rentals, & Licenses	<u>772.68</u>	<u>890.79</u>	<u>751.61</u>	<u>(118.11)</u>	<u>(13.26%)</u>	<u>21.07</u>	<u>2.80%</u>
Taxes, Dues, & Subscriptions	<u>10,000.00</u>	<u>10,000.00</u>	<u>10,000.00</u>		<u>0.00%</u>		<u>0.00%</u>
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>95,285.55</u>	<u>101,802.87</u>	<u>125,720.40</u>	<u>(6,517.32)</u>	<u>(6.40%)</u>	<u>(30,434.85)</u>	<u>(24.21%)</u>
<b>Net Gain or (Loss)</b>	<u>(95,285.55)</u>	<u>(101,802.87)</u>	<u>(123,270.40)</u>	<u>6,517.32</u>	<u>(6.40%)</u>	<u>27,984.85</u>	<u>(22.70%)</u>