

**Society of American Archivists  
Council Meeting  
September 23, 2020  
Virtual Meeting**

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

**Overview**

For the month ending June 30, 2020, SAA posted a net gain of \$36,032. This is a *favorable* variance of \$73,498, as the *budgeted loss* for June was \$37,465. Although we achieved a net gain for FY20, this includes several items that overstate our operational net performance for the period. Specifically, the variance includes \$28,653 in unrealized gains on our CDs, \$5,000 in grant income to SAA Education from the SAA Foundation, and \$25,000 in grant income to SAA Education from an NHPRC Cooperative Agreement to support development of a Management Track. Factoring these into the equation, our operational net *loss* for FY20 is \$22,621. This net performance is \$14,845 less than the budgeted net loss of \$37,465.

Total revenues as of June 30 were lower than last year and budget by \$279,383 (9.32%) and \$87,605 (3.12%), respectively. Total expenses were lower than last year by \$28,164 (1.04%) and lower than budget by \$161,102 (5.67%).

**Balance Sheet**

Cash and Investments balances were lower than last year by \$635,670 (33.56%) and total deferred revenues were lower than last year by \$519,802 (42.85%). 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 87.92% and 87.22%, respectively. Notably, Membership deferred revenues were down by \$52,231 (8.9%), the third month of significant contraction in Membership revenue. 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 (which occurred at the beginning of FY20), as well as the absence of receipts for the 2020 Joint Annual Meeting, which were late in starting and significantly smaller due to the virtual conference.

**Income Statement**

For the month ending June 30, 2020, SAA posted a net gain of \$36,032. This net gain is less than last year by \$251,219 (87.46%) and better than budget by \$73,498 (196.18%). All cost centers except Publications, Governance, and General and Administrative had lower-than-budgeted revenue. Expenses were higher than budget in four cost centers: Annual Meeting (Austin),

Publications, *American Archivist*, and Governance. Overall, total expenses were lower than last year and budget by \$28,164 (1.04%) and \$161,102 (5.67%).

Specific points of interest are as follows:

- **Membership:** As of June 30, the overall membership count was down by 38 (0.68%) and dues revenue was lower than last year and budget by \$26,371 (2.53%) and \$35,507 (3.38%), respectively. Membership's net gain for June was lower than last year and budget by \$37,529 (4.11%) and \$7,879 (0.89%), respectively. Membership deferred revenues in June were lower than last year by \$52,231 (8.9%). The decline in deferred revenue continues to grow gradually, an indication that COVID-19 is having an impact on Membership revenues.
- ***American Archivist:*** The Journal showed a net loss of \$54,844 as of June 30, which is \$12,762 (30.33%) greater than last year and \$14,470 (35.84%) greater than the budgeted net loss of \$40,374. Total revenues were higher than last year by \$869 (0.83%) and lower than budget by \$7,107 (6.33%). We did not meet our revenue targets in part due to a decline in subscription revenue, and our first year of a new advertising approach came in slightly below expectations. Expenses are higher than last year and budget by \$13,631 (9.31%) and \$7,363 (4.82%), respectively, due largely to conduct of an unbudgeted Editorial Board meeting in October 2019.
- ***Archival Outlook:*** The magazine's net loss as of June 30 was \$94,847, which is smaller than last year and budget by \$29,028 (23.43%) and \$6,948 (6.83%), respectively. Advertising revenue was higher than last year by \$14,293 (58.38%) and lower than budget by \$5,226 (11.88%). The variance with budget is due to the reduction in print advertising that resulted from COVID-19.
- **Annual Meeting:** As of June, the Joint Annual Meeting in Austin showed a net gain of \$76,781, which is lower than last year and budget by \$285,095 (78.78%) and \$40,408 (34.48%), respectively. Revenues were lower than last year and budget by \$302,912 (29.58%) and \$26,836 (3.59%), 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 \$102,724 on June 30, smaller than last year by \$211 (0.2%) and better than budget by \$19,050 (15.64%). Total revenue as of June 30 was higher than last year by \$105,443 (66.81%) and exceeded budget by \$45,284 (20.77%). Expenses as of June 30 were higher than last year and budget by \$105,232 (40.36%) and \$26,234 (7.72%), respectively. The large variance when compared with FY 2019 and budget 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 \$11,551 for the period ending June 30. This performance falls short of last year and budget by \$29,920 (72.15%) and \$10,250 (47.02%), respectively. Although total revenues fell short of budget estimates by \$104,058 (19.99%), expenses were under budget by \$93,808 (18.8%). 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 June 30, Career Services posted a net gain of \$34,248, which is lower than last year and budget by \$16,488 (32.5%) and \$14,824 (30.21%), respectively. Revenues are lower than last year and budget by \$22,578 (26.41%) and \$22,071 (25.97%), 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 80% in June.
- **General and Administrative:** The net loss in G&A for the period ending June 30 was \$422,299, which is a smaller net loss than last year and budget by \$105,327 (19.96%) and \$100,542 (19.23%), respectively. These variances 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 G&A 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 June 30, Governance posted a net loss of \$161,866. This is higher than last year and budget by \$17,731 (12.3%) and \$5,141 (3.28%), respectively. These variances are the result of added food and beverage and audio-visual expenses associated with the Annual Meeting (Austin), 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. Also contributing to the variance was the unbudgeted meeting of the Tragedy Response Initiative Task Force in Chicago in February. We achieved some savings in this program as a result of COVID-19 travel restrictions, and therefore came close to our budget.
- **Advocacy:** As of June 30, Advocacy posted a net loss of \$125,217, less than last year and budget by \$13,741 (9.89%) and \$39,929 (24.18%), 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  
Tuesday, June 30, 2020**

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,258,659.99	\$1,894,329.54	(\$635,669.55)	(33.56%)
Accounts Receivable	60,525.26	13,988.74	46,536.52	332.67%
Equipment	51,100.93	58,151.04	(7,050.11)	(12.12%)
Deposits	8,706.85	11,208.41	(2,501.56)	(22.32%)
Inventory	130,572.83	137,718.95	(7,146.12)	(5.19%)
Prepaid Expenses	196,162.29	235,063.77	(38,901.48)	(16.55%)
Due From Operations	483,648.41	429,403.77	54,244.64	12.63%
Due From Foundation	579,190.55	502,105.34	77,085.21	15.35%
Cash Clearing				(100.00%)
<b>Total Assets</b>	<u><u>2,768,567.11</u></u>	<u><u>3,281,969.56</u></u>	<u><u>(513,402.45)</u></u>	<u><u>(15.64%)</u></u>
<b>Liabilities</b>				
Accounts Payable	44,440.19	27,625.70	16,814.49	60.87%
Salaries and Wages Payable	52,727.62	38,301.09	14,426.53	37.67%
Deferred Revenues				
Annual Meeting	49,481.00	387,082.00	(337,601.00)	(87.22%)
Subscriptions	43,160.25	48,020.50	(4,860.25)	(10.12%)
Membership	534,546.15	586,777.55	(52,231.40)	(8.90%)
Education	6,948.00	57,522.00	(50,574.00)	(87.92%)
Sponsors		19,800.00	(19,800.00)	(100.00%)
Advertising	1,000.00	4,820.00	(3,820.00)	(79.25%)
Exhibitors	56,000.00	109,000.00	(53,000.00)	(48.62%)
Consultants		99.00	(99.00)	(100.00%)
Publication Pre-Sales	2,184.00		2,184.00	(100.00%)
<b>Total Deferred Revenues</b>	<b>693,319.40</b>	<b>1,213,121.05</b>	<b>(519,801.65)</b>	<b>(42.85%)</b>
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	47,652.73	106,242.63	(58,589.90)	(55.15%)
Deferred Rent	11,040.51	13,324.71	(2,284.20)	(17.14%)
<b>Total Liabilities</b>	<u><u>2,028,243.60</u></u>	<u><u>2,290,427.37</u></u>	<u><u>(262,183.77)</u></u>	<u><u>(11.45%)</u></u>
<b>Net Assets</b>				
Fund Balance	704,291.23	704,291.23		0.00%
Net Gain or Loss	36,032.28	287,250.96	(251,218.68)	(87.46%)
<b>Total Net Assets</b>	<u><u>740,323.51</u></u>	<u><u>991,542.19</u></u>	<u><u>(251,218.68)</u></u>	<u><u>(25.34%)</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,768,567.11</u></u>	<u><u>3,281,969.56</u></u>	<u><u>(513,402.45)</u></u>	<u><u>(15.64%)</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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>
<b>Operations</b>							
<b>Membership</b>	\$875,249.90	\$912,779.17	\$883,129.24	(\$37,529.27)	(4.11%)	(\$7,879.34)	(0.89%)
<b>Annual Meeting</b>	76,781.02	361,876.52	117,189.23	(285,095.50)	(78.78%)	(40,408.21)	(34.48%)
<b>Publications</b>	(102,723.69)	(102,934.36)	(121,773.85)	210.67	(0.20%)	19,050.16	(15.64%)
<b>Education</b>	11,550.75	41,470.73	21,800.26	(29,919.98)	(72.15%)	(10,249.51)	(47.02%)
<b>Career Services</b>	34,247.62	50,735.51	49,071.65	(16,487.89)	(32.50%)	(14,824.03)	(30.21%)
<b>American Archivist</b>	(54,844.41)	(42,082.50)	(40,374.43)	(12,761.91)	30.33%	(14,469.98)	35.84%
<b>Archival Outlook</b>	(94,847.25)	(123,875.57)	(101,795.64)	29,028.32	(23.43%)	6,948.39	(6.83%)
<b>General &amp; Administrative</b>	(422,298.59)	(527,625.97)	(522,840.73)	105,327.38	(19.96%)	100,542.14	(19.23%)
<b>Advocacy</b>	(125,216.92)	(138,957.73)	(165,145.75)	13,740.81	(9.89%)	39,928.83	(24.18%)
<b>Governance</b>	(161,866.15)	(144,134.84)	(156,725.27)	(17,731.31)	12.30%	(5,140.88)	3.28%
<b>Total Net Gain/(Loss)</b>	<u>36,032.28</u>	<u>287,250.96</u>	<u>(37,465.29)</u>	<u>(251,218.68)</u>	<u>(87.46%)</u>	<u>73,497.57</u>	<u>(196.18%)</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>This Year Vs. Last Year % Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>This Year Vs. Budget % Variance</u>
<b>Revenues</b>							
Membership	\$1,016,533.00	\$1,043,009.97	\$1,051,567.72	(\$26,476.97)	(2.54%)	(\$35,034.72)	(3.33%)
Annual Meeting	720,975.00	1,023,887.09	747,810.54	(302,912.09)	(29.58%)	(26,835.54)	(3.59%)
Publications	263,264.99	157,821.83	217,981.19	105,443.16	66.81%	45,283.80	20.77%
Education	416,592.32	499,920.79	520,650.01	(83,328.47)	(16.67%)	(104,057.69)	(19.99%)
Career Services	62,928.65	85,506.98	85,000.01	(22,578.33)	(26.41%)	(22,071.36)	(25.97%)
American Archivist	105,192.95	104,324.11	112,300.00	868.84	0.83%	(7,107.05)	(6.33%)
Archival Outlook	39,904.50	26,421.25	45,674.96	13,483.25	51.03%	(5,770.46)	(12.63%)
General & Administrative	87,700.25	55,637.32	24,712.00	32,062.93	57.63%	62,988.25	254.89%
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%
<b>Total Revenues</b>	<u>2,718,091.66</u>	<u>2,997,474.34</u>	<u>2,805,696.43</u>	<u>(279,382.68)</u>	<u>(9.32%)</u>	<u>(87,604.77)</u>	<u>(3.12%)</u>
<b>Expenses</b>							
Membership	141,283.10	130,230.80	168,438.48	11,052.30	8.49%	(27,155.38)	(16.12%)
Annual Meeting	644,193.98	662,010.57	630,621.31	(17,816.59)	(2.69%)	13,572.67	2.15%
Publications	365,988.68	260,756.19	339,755.04	105,232.49	40.36%	26,233.64	7.72%
Education	405,041.57	458,450.06	498,849.75	(53,408.49)	(11.65%)	(93,808.18)	(18.80%)
Career Services	28,681.03	34,771.47	35,928.36	(6,090.44)	(17.52%)	(7,247.33)	(20.17%)
American Archivist	160,037.36	146,406.61	152,674.43	13,630.75	9.31%	7,362.93	4.82%
Archival Outlook	134,751.75	150,296.82	147,470.60	(15,545.07)	(10.34%)	(12,718.85)	(8.62%)
General & Administrative	509,998.84	583,263.29	547,552.73	(73,264.45)	(12.56%)	(37,553.89)	(6.86%)
Advocacy	125,216.92	139,207.73	165,145.75	(13,990.81)	(10.05%)	(39,928.83)	(24.18%)
Governance	166,866.15	144,829.84	156,725.27	22,036.31	15.22%	10,140.88	6.47%
<b>Total Expenses</b>	<u>2,682,059.38</u>	<u>2,710,223.38</u>	<u>2,843,161.72</u>	<u>(28,164.00)</u>	<u>(1.04%)</u>	<u>(161,102.34)</u>	<u>(5.67%)</u>
<b>Total Net Gain/(Loss)</b>	<u>36,032.28</u>	<u>287,250.96</u>	<u>(37,465.29)</u>	<u>(251,218.68)</u>	<u>(87.46%)</u>	<u>73,497.57</u>	<u>(196.18%)</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Year-To-Date</u> <u>6/30/2019</u>	<u>Budget</u> <u>6/30/2020</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>
<b>Income</b>							
Dues	\$1,015,260.40	\$1,041,631.77	\$1,050,767.72	(\$26,371.37)	(2.53%)	(\$35,507.32)	(3.38%)
Subscriptions & Advertising	200,093.40	214,622.73	238,200.01	(14,529.33)	(6.77%)	(38,106.61)	(16.00%)
Workshops	408,322.42	498,917.79	520,650.01	(90,595.37)	(18.16%)	(112,327.59)	(21.57%)
Annual Meeting	719,675.00	1,016,067.09	742,160.54	(296,392.09)	(29.17%)	(22,485.54)	(3.03%)
Publications & CD Sales	225,827.44	134,422.07	194,506.60	91,405.37	68.00%	31,320.84	16.10%
Contributions	25,000.00			25,000.00	0.00%	25,000.00	0.00%
Investments	54,198.27	51,079.09	24,712.00	3,119.18	6.11%	29,486.27	119.32%
Shipping, Handling, & Other	69,714.73	40,733.80	34,699.55	28,980.93	71.15%	35,015.18	100.91%
<b>Total Income</b>	<u>2,718,091.66</u>	<u>2,997,474.34</u>	<u>2,805,696.43</u>	<u>(279,382.68)</u>	<u>(9.32%)</u>	<u>(87,604.77)</u>	<u>(3.12%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	1,088,945.73	1,126,295.10	1,160,371.87	(37,349.37)	(3.32%)	(71,426.14)	(6.16%)
Office Occupancy & Utilities	112,106.16	109,112.65	120,821.70	2,993.51	2.74%	(8,715.54)	(7.21%)
Services	1,088,993.23	1,116,600.31	1,081,746.98	(27,607.08)	(2.47%)	7,246.25	0.67%
Supplies	20,994.83	21,499.15	9,300.65	(504.32)	(2.35%)	11,694.18	125.74%
Travel	100,230.67	167,330.93	153,287.92	(67,100.26)	(40.10%)	(53,057.25)	(34.61%)
Leases, Rentals, & Licenses	19,381.56	33,090.10	46,051.22	(13,708.54)	(41.43%)	(26,669.66)	(57.91%)
Taxes, Dues, & Subscriptions	48,200.19	14,414.29	42,500.00	33,785.90	234.39%	5,700.19	13.41%
Depreciation, Cost of Goods Sold & Other	203,207.01	121,880.85	229,081.38	81,326.16	66.73%	(25,874.37)	(11.29%)
<b>Total Expenses</b>	<u>2,682,059.38</u>	<u>2,710,223.38</u>	<u>2,843,161.72</u>	<u>(28,164.00)</u>	<u>(1.04%)</u>	<u>(161,102.34)</u>	<u>(5.67%)</u>
<b>Net Gain or (Loss)</b>	<u>36,032.28</u>	<u>287,250.96</u>	<u>(37,465.29)</u>	<u>(251,218.68)</u>	<u>(87.46%)</u>	<u>73,497.57</u>	<u>(196.18%)</u>

**Society of American Archivists  
Membership and Periodicals  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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>
<b>Income</b>							
Dues	\$1,015,260.40	\$1,041,631.77	\$1,050,767.72	(\$26,371.37)	(2.53%)	(\$35,507.32)	(3.38%)
Subscriptions & Advertising	136,264.75	121,295.75	148,900.00	14,969.00	12.34%	(12,635.25)	(8.49%)
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	<u>10,105.30</u>	<u>10,827.81</u>	<u>9,874.96</u>	<u>(722.51)</u>	<u>(6.67%)</u>	<u>230.34</u>	<u>2.33%</u>
<b>Total Income</b>	<u><u>1,161,630.45</u></u>	<u><u>1,173,755.33</u></u>	<u><u>1,209,542.68</u></u>	<u><u>(12,124.88)</u></u>	<u><u>(1.03%)</u></u>	<u><u>(47,912.23)</u></u>	<u><u>(3.96%)</u></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	186,467.86	194,844.32	195,977.41	(8,376.46)	(4.30%)	(9,509.55)	(4.85%)
Office Occupancy & Utilities	18,148.06	18,043.73	19,535.18	104.33	0.58%	(1,387.12)	(7.10%)
Services	201,658.64	208,954.76	228,539.72	(7,296.12)	(3.49%)	(26,881.08)	(11.76%)
Supplies	236.05	1,400.82	2,209.72	(1,164.77)	(83.15%)	(1,973.67)	(89.32%)
Travel	13,714.24	1,010.84		12,703.40	1,256.72%	13,714.24	0.00%
Leases, Rentals, & Licenses	2,018.31	2,063.96	2,072.23	(45.65)	(2.21%)	(53.92)	(2.60%)
Taxes, Dues, & Subscriptions		615.80		(615.80)	(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>
<b>Total Expenses</b>	<u><u>436,072.21</u></u>	<u><u>426,934.23</u></u>	<u><u>468,583.51</u></u>	<u><u>9,137.98</u></u>	<u><u>2.14%</u></u>	<u><u>(32,511.30)</u></u>	<u><u>(6.94%)</u></u>
<b>Net Gain or (Loss)</b>	<u><u>725,558.24</u></u>	<u><u>746,821.10</u></u>	<u><u>740,959.17</u></u>	<u><u>(21,262.86)</u></u>	<u><u>(2.85%)</u></u>	<u><u>(15,400.93)</u></u>	<u><u>(2.08%)</u></u>



**Society of American Archivists  
Membership  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	\$1,015,260.40	\$1,041,631.77	\$1,050,767.72	(\$26,371.37)	(2.53%)	(\$35,507.32)	(3.38%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,272.60</u>	<u>1,378.20</u>	<u>800.00</u>	<u>(105.60)</u>	<u>(7.66%)</u>	<u>472.60</u>	<u>59.08%</u>
<b>Total Income</b>	<u><u>1,016,533.00</u></u>	<u><u>1,043,009.97</u></u>	<u><u>1,051,567.72</u></u>	<u><u>(26,476.97)</u></u>	<u><u>(2.54%)</u></u>	<u><u>(35,034.72)</u></u>	<u><u>(3.33%)</u></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	103,989.12	105,642.46	109,145.57	(1,653.34)	(1.57%)	(5,156.45)	(4.72%)
Office Occupancy & Utilities	9,960.87	9,744.87	10,790.51	216.00	2.22%	(829.64)	(7.69%)
Services	11,860.70	12,112.79	25,358.59	(252.09)	(2.08%)	(13,497.89)	(53.23%)
Supplies	236.05	1,255.19	1,740.28	(1,019.14)	(81.19%)	(1,504.23)	(86.44%)
Travel	281.60	332.84		(51.24)	(15.39%)	281.60	0.00%
Leases, Rentals, & Licenses	1,125.71	1,123.52	1,154.28	2.19	0.19%	(28.57)	(2.48%)
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>
<b>Total Expenses</b>	<u><u>141,283.10</u></u>	<u><u>130,230.80</u></u>	<u><u>168,438.48</u></u>	<u><u>11,052.30</u></u>	<u><u>8.49%</u></u>	<u><u>(27,155.38)</u></u>	<u><u>(16.12%)</u></u>
<b>Net Gain or (Loss)</b>	<u><u>875,249.90</u></u>	<u><u>912,779.17</u></u>	<u><u>883,129.24</u></u>	<u><u>(37,529.27)</u></u>	<u><u>(4.11%)</u></u>	<u><u>(7,879.34)</u></u>	<u><u>(0.89%)</u></u>

**Society of American Archivists**  
**Periodicals (AA & AO)**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Year-To-Date</u> <u>6/30/2019</u>	<u>Budget</u> <u>6/30/2020</u>	<u>This Year</u> <u>\$ Variance</u>	<u>Vs. Last Year</u> <u>% Variance</u>	<u>This Year</u> <u>\$ Variance</u>	<u>Vs. Budget</u> <u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	136,264.75	121,295.75	148,900.00	14,969.00	12.34%	(12,635.25)	(8.49%)
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	8,832.70	9,449.61	9,074.96	(616.91)	(6.53%)	(242.26)	(2.67%)
<b>Total Income</b>	<u>145,097.45</u>	<u>130,745.36</u>	<u>157,974.96</u>	<u>14,352.09</u>	<u>10.98%</u>	<u>(12,877.51)</u>	<u>(8.15%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	82,478.74	89,201.86	86,831.84	(6,723.12)	(7.54%)	(4,353.10)	(5.01%)
Office Occupancy & Utilities	8,187.19	8,298.86	8,744.67	(111.67)	(1.35%)	(557.48)	(6.38%)
Services	189,797.94	196,841.97	203,181.13	(7,044.03)	(3.58%)	(13,383.19)	(6.59%)
Supplies		145.63	469.44	(145.63)	(100.00%)	(469.44)	(100.00%)
Travel	13,432.64	678.00		12,754.64	1,881.22%	13,432.64	0.00%
Leases, Rentals, & Licenses	892.60	940.44	917.95	(47.84)	(5.09%)	(25.35)	(2.76%)
Taxes, Dues, & Subscriptions		596.67		(596.67)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>294,789.11</u>	<u>296,703.43</u>	<u>300,145.03</u>	<u>(1,914.32)</u>	<u>(0.65%)</u>	<u>(5,355.92)</u>	<u>(1.78%)</u>
<b>Net Gain or (Loss)</b>	<u>(149,691.66)</u>	<u>(165,958.07)</u>	<u>(142,170.07)</u>	<u>16,266.41</u>	<u>(9.80%)</u>	<u>(7,521.59)</u>	<u>5.29%</u>

**Society of American Archivists  
American Archivist  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	97,490.25	96,814.50	104,900.00	675.75	0.70%	(7,409.75)	(7.06%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>7,702.70</u>	<u>7,509.61</u>	<u>7,400.00</u>	<u>193.09</u>	<u>2.57%</u>	<u>302.70</u>	<u>4.09%</u>
<b>Total Income</b>	<u><b>105,192.95</b></u>	<u><b>104,324.11</b></u>	<u><b>112,300.00</b></u>	<u><b>868.84</b></u>	<u><b>0.83%</b></u>	<u><b>(7,107.05)</b></u>	<u><b>(6.33%)</b></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	32,597.16	39,162.87	35,536.69	(6,565.71)	(16.77%)	(2,939.53)	(8.27%)
Office Occupancy & Utilities	3,387.88	3,623.58	3,671.46	(235.70)	(6.50%)	(283.58)	(7.72%)
Services	110,268.70	102,612.79	112,898.84	7,655.91	7.46%	(2,630.14)	(2.33%)
Supplies		144.50	192.00	(144.50)	(100.00%)	(192.00)	(100.00%)
Travel	13,432.64	160.00		13,272.64	8,295.40%	13,432.64	0.00%
Leases, Rentals, & Licenses	350.98	404.53	375.44	(53.55)	(13.24%)	(24.46)	(6.52%)
Taxes, Dues, & Subscriptions		298.34		(298.34)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u><b>160,037.36</b></u>	<u><b>146,406.61</b></u>	<u><b>152,674.43</b></u>	<u><b>13,630.75</b></u>	<u><b>9.31%</b></u>	<u><b>7,362.93</b></u>	<u><b>4.82%</b></u>
<b>Net Gain or (Loss)</b>	<u><b>(54,844.41)</b></u>	<u><b>(42,082.50)</b></u>	<u><b>(40,374.43)</b></u>	<u><b>(12,761.91)</b></u>	<u><b>30.33%</b></u>	<u><b>(14,469.98)</b></u>	<u><b>35.84%</b></u>

**Society of American Archivists  
Archival Outlook  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	38,774.50	24,481.25	44,000.00	14,293.25	58.38%	(5,225.50)	(11.88%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	1,130.00	1,940.00	1,674.96	(810.00)	(41.75%)	(544.96)	(32.54%)
<b>Total Income</b>	<u>39,904.50</u>	<u>26,421.25</u>	<u>45,674.96</u>	<u>13,483.25</u>	<u>51.03%</u>	<u>(5,770.46)</u>	<u>(12.63%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	49,881.58	50,038.99	51,295.15	(157.41)	(0.31%)	(1,413.57)	(2.76%)
Office Occupancy & Utilities	4,799.31	4,675.28	5,073.21	124.03	2.65%	(273.90)	(5.40%)
Services	79,529.24	94,229.18	90,282.29	(14,699.94)	(15.60%)	(10,753.05)	(11.91%)
Supplies		1.13	277.44	(1.13)	(100.00%)	(277.44)	(100.00%)
Travel		518.00		(518.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	541.62	535.91	542.51	5.71	1.07%	(0.89)	(0.16%)
Taxes, Dues, & Subscriptions		298.33		(298.33)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>134,751.75</u>	<u>150,296.82</u>	<u>147,470.60</u>	<u>(15,545.07)</u>	<u>(10.34%)</u>	<u>(12,718.85)</u>	<u>(8.62%)</u>
<b>Net Gain or (Loss)</b>	<u>(94,847.25)</u>	<u>(123,875.57)</u>	<u>(101,795.64)</u>	<u>29,028.32</u>	<u>(23.43%)</u>	<u>6,948.39</u>	<u>(6.83%)</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	63,828.65	93,326.98	89,300.01	(29,498.33)	(31.61%)	(25,471.36)	(28.52%)
Workshops	408,322.42	498,917.79	520,650.01	(90,595.37)	(18.16%)	(112,327.59)	(21.57%)
Annual Meeting	719,675.00	1,016,067.09	742,160.54	(296,392.09)	(29.17%)	(22,485.54)	(3.03%)
Publications & CD Sales	225,827.44	134,422.07	194,506.60	91,405.37	68.00%	31,320.84	16.10%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	46,107.45	24,402.76	24,824.59	21,704.69	88.94%	21,282.86	85.73%
<b>Total Income</b>	<u>1,463,760.96</u>	<u>1,767,136.69</u>	<u>1,571,441.75</u>	<u>(303,375.73)</u>	<u>(17.17%)</u>	<u>(107,680.79)</u>	<u>(6.85%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	515,128.45	490,734.46	519,529.40	24,393.99	4.97%	(4,400.95)	(0.85%)
Office Occupancy & Utilities	50,999.72	48,327.11	54,637.48	2,672.61	5.53%	(3,637.76)	(6.66%)
Services	654,299.73	700,562.88	626,770.26	(46,263.15)	(6.60%)	27,529.47	4.39%
Supplies	7,417.66	8,193.56	3,675.76	(775.90)	(9.47%)	3,741.90	101.80%
Travel	53,636.16	102,253.12	97,484.96	(48,616.96)	(47.55%)	(43,848.80)	(44.98%)
Leases, Rentals, & Licenses	12,301.97	26,288.45	37,909.54	(13,986.48)	(53.20%)	(25,607.57)	(67.55%)
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	129,535.67	56,928.77	145,147.06	72,606.90	127.54%	(15,611.39)	(10.76%)
<b>Total Expenses</b>	<u>1,443,905.26</u>	<u>1,415,988.29</u>	<u>1,505,154.46</u>	<u>27,916.97</u>	<u>1.97%</u>	<u>(61,249.20)</u>	<u>(4.07%)</u>
<b>Net Gain or (Loss)</b>	<u>19,855.70</u>	<u>351,148.40</u>	<u>66,287.29</u>	<u>(331,292.70)</u>	<u>(94.35%)</u>	<u>(46,431.59)</u>	<u>(70.05%)</u>

**Society of American Archivists  
Annual Meeting  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	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	719,675.00	1,016,067.09	742,160.54	(296,392.09)	(29.17%)	(22,485.54)	(3.03%)
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%)
<b>Total Income</b>	<u>720,975.00</u>	<u>1,023,887.09</u>	<u>747,810.54</u>	<u>(302,912.09)</u>	<u>(29.58%)</u>	<u>(26,835.54)</u>	<u>(3.59%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	158,091.27	149,362.01	150,986.40	8,729.26	5.84%	7,104.87	4.71%
Office Occupancy & Utilities	15,234.74	14,429.11	16,988.69	805.63	5.58%	(1,753.95)	(10.32%)
Services	391,309.12	459,126.68	347,267.66	(67,817.56)	(14.77%)	44,041.46	12.68%
Supplies	1,167.65	5,660.47	1,582.48	(4,492.82)	(79.37%)	(414.83)	(26.21%)
Travel	15,013.75	12,641.85	5,650.00	2,371.90	18.76%	9,363.75	165.73%
Leases, Rentals, & Licenses	5,728.51	17,109.48	30,771.45	(11,380.97)	(66.52%)	(25,042.94)	(81.38%)
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	37,648.96	22,914.35	57,374.63	14,734.61	64.30%	(19,725.67)	(34.38%)
<b>Total Expenses</b>	<u>644,193.98</u>	<u>662,010.57</u>	<u>630,621.31</u>	<u>(17,816.59)</u>	<u>(2.69%)</u>	<u>13,572.67</u>	<u>2.15%</u>
<b>Net Gain or (Loss)</b>	<u>76,781.02</u>	<u>361,876.52</u>	<u>117,189.23</u>	<u>(285,095.50)</u>	<u>(78.78%)</u>	<u>(40,408.21)</u>	<u>(34.48%)</u>

**Society of American Archivists  
Annual Meeting - Austin 2019  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	719,675.00		742,160.54	719,675.00	0.00%	(22,485.54)	(3.03%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
<b>Total Income</b>	<u>720,975.00</u>		<u>747,810.54</u>	<u>720,975.00</u>	<u>0.00%</u>	<u>(26,835.54)</u>	<u>(3.59%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	75,739.98	86,313.54	62,346.84	(10,573.56)	(12.25%)	13,393.14	21.48%
Office Occupancy & Utilities	7,282.24	8,198.91	8,240.30	(916.67)	(11.18%)	(958.06)	(11.63%)
Services	355,022.59	51,058.81	339,223.92	303,963.78	595.32%	15,798.67	4.66%
Supplies	1,113.59	338.38	1,109.92	775.21	229.09%	3.67	0.33%
Travel	5,682.20	11,016.62	5,650.00	(5,334.42)	(48.42%)	32.20	0.57%
Leases, Rentals, & Licenses	4,849.06	14,428.08	29,836.86	(9,579.02)	(66.39%)	(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	(171,354.34)	164,213.48	345,858.68	(201.84%)	10,290.86	6.27%
<b>Total Expenses</b>	<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>
<b>Net Gain or (Loss)</b>	<u>76,781.02</u>		<u>117,189.22</u>	<u>76,781.02</u>	<u>0.00%</u>	<u>(40,408.20)</u>	<u>(34.48%)</u>

**Society of American Archivists  
Annual Meeting - Washington 2018  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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		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							
<b>Total Income</b>		<u>1,023,887.09</u>		<u>(1,023,887.09)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
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%
<b>Total Expenses</b>		<u>662,010.57</u>		<u>(662,010.57)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Net Gain or (Loss)</b>		<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 Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	81,563.96	7,854.35	87,828.00	73,709.61	938.46%	(6,264.04)	(7.13%)
Office Occupancy & Utilities	7,875.43	722.99	8,667.69	7,152.44	989.29%	(792.26)	(9.14%)
Services	36,236.81	466.44	7,969.55	35,770.37	7,668.80%	28,267.26	354.69%
Supplies	54.06		471.93	54.06	0.00%	(417.87)	(88.54%)
Travel	9,331.55			9,331.55	0.00%	9,331.55	0.00%
Leases, Rentals, & Licenses	870.96	90.76	922.89	780.20	859.63%	(51.93)	(5.63%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(135,932.77)	(9,134.54)	(105,860.07)	(126,798.23)	1,388.12%	(30,072.70)	28.41%
<b>Total Expenses</b>			<b>(0.01)</b>		<b>0.00%</b>	<b>0.01</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>0.01</b>		<b>0.00%</b>	<b>(0.01)</b>	<b>(100.00%)</b>

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

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	787.33		811.56	787.33	0.00%	(24.23)	(2.99%)
Office Occupancy & Utilities	77.07		80.70	77.07	0.00%	(3.63)	(4.50%)
Services	49.72		74.19	49.72	0.00%	(24.47)	(32.98%)
Supplies			0.63		0.00%	(0.63)	(100.00%)
Travel							
Leases, Rentals, & Licenses	8.49		11.70	8.49	0.00%	(3.21)	(27.44%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(922.61)		(978.78)	(922.61)	0.00%	56.17	(5.74%)
<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 Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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							
Workshops							
Annual Meeting							
Publications & CD Sales	225,827.44	134,355.07	194,506.60	91,472.37	68.08%	31,320.84	16.10%
Contributions							
Investments							
Shipping, Handling, & Other	37,437.55	23,466.76	23,474.59	13,970.79	59.53%	13,962.96	59.48%
<b>Total Income</b>	<u>263,264.99</u>	<u>157,821.83</u>	<u>217,981.19</u>	<u>105,443.16</u>	<u>66.81%</u>	<u>45,283.80</u>	<u>20.77%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	107,888.55	100,014.70	112,367.12	7,873.85	7.87%	(4,478.57)	(3.99%)
Office Occupancy & Utilities	11,123.98	9,932.07	11,111.89	1,191.91	12.00%	12.09	0.11%
Services	143,415.19	101,831.93	119,752.39	41,583.26	40.84%	23,662.80	19.76%
Supplies	5,357.03	519.13	607.74	4,837.90	931.92%	4,749.29	781.47%
Travel	1,982.30	8,723.83	3,715.00	(6,741.53)	(77.28%)	(1,732.70)	(46.64%)
Leases, Rentals, & Licenses	3,868.66	4,310.78	4,428.47	(442.12)	(10.26%)	(559.81)	(12.64%)
Taxes, Dues, & Subscriptions	585.92	1,933.32		(1,347.40)	(69.69%)	585.92	0.00%
Depreciation, Cost of Goods Sold & Other	91,767.05	33,490.43	87,772.43	58,276.62	174.01%	3,994.62	4.55%
<b>Total Expenses</b>	<u>365,988.68</u>	<u>260,756.19</u>	<u>339,755.04</u>	<u>105,232.49</u>	<u>40.36%</u>	<u>26,233.64</u>	<u>7.72%</u>
<b>Net Gain or (Loss)</b>	<u>(102,723.69)</u>	<u>(102,934.36)</u>	<u>(121,773.85)</u>	<u>210.67</u>	<u>(0.20%)</u>	<u>19,050.16</u>	<u>(15.64%)</u>

**Society of American Archivists**  
**Education**  
**For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date</u> <u>6/30/2020</u>	<u>Year-To-Date</u> <u>6/30/2019</u>	<u>Budget</u> <u>6/30/2020</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>
<b>Income</b>							
<b>Dues</b>							
<b>Subscriptions &amp; Advertising</b>							
<b>Workshops</b>	408,322.42	498,917.79	520,650.01	(90,595.37)	(18.16%)	(112,327.59)	(21.57%)
<b>Annual Meeting</b>							
<b>Publications &amp; CD Sales</b>		67.00		(67.00)	(100.00%)		0.00%
<b>Contributions</b>							
<b>Investments</b>							
<b>Shipping, Handling, &amp; Other</b>	8,269.90	936.00		7,333.90	783.54%	8,269.90	0.00%
<b>Total Income</b>	<u>416,592.32</u>	<u>499,920.79</u>	<u>520,650.01</u>	<u>(83,328.47)</u>	<u>(16.67%)</u>	<u>(104,057.69)</u>	<u>(19.99%)</u>
<b>Expenses</b>							
<b>Salaries, Wages, &amp; Benefits</b>	242,743.60	235,915.27	249,872.86	6,828.33	2.89%	(7,129.26)	(2.85%)
<b>Office Occupancy &amp; Utilities</b>	24,052.62	23,472.91	25,913.11	579.71	2.47%	(1,860.49)	(7.18%)
<b>Services</b>	98,714.80	111,367.47	132,324.62	(12,652.67)	(11.36%)	(33,609.82)	(25.40%)
<b>Supplies</b>	892.98	2,013.83	1,451.37	(1,120.85)	(55.66%)	(558.39)	(38.47%)
<b>Travel</b>	35,882.99	80,346.02	86,644.96	(44,463.03)	(55.34%)	(50,761.97)	(58.59%)
<b>Leases, Rentals, &amp; Licenses</b>	2,634.92	4,810.57	2,642.83	(2,175.65)	(45.23%)	(7.91)	(0.30%)
<b>Taxes, Dues, &amp; Subscriptions</b>							
<b>Depreciation, Cost of Goods Sold &amp; Other</b>	119.66	523.99		(404.33)	(77.16%)	119.66	0.00%
<b>Total Expenses</b>	<u>405,041.57</u>	<u>458,450.06</u>	<u>498,849.75</u>	<u>(53,408.49)</u>	<u>(11.65%)</u>	<u>(93,808.18)</u>	<u>(18.80%)</u>
<b>Net Gain or (Loss)</b>	<u>11,550.75</u>	<u>41,470.73</u>	<u>21,800.26</u>	<u>(29,919.98)</u>	<u>(72.15%)</u>	<u>(10,249.51)</u>	<u>(47.02%)</u>

**Society of American Archivists  
Career Services  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	62,928.65	85,506.98	85,000.01	(22,578.33)	(26.41%)	(22,071.36)	(25.97%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>62,928.65</u>	<u>85,506.98</u>	<u>85,000.01</u>	<u>(22,578.33)</u>	<u>(26.41%)</u>	<u>(22,071.36)</u>	<u>(25.97%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	6,405.03	5,442.48	6,303.02	962.55	17.69%	102.01	1.62%
Office Occupancy & Utilities	588.38	493.02	623.79	95.36	19.34%	(35.41)	(5.68%)
Services	20,860.62	28,236.80	27,425.59	(7,376.18)	(26.12%)	(6,564.97)	(23.94%)
Supplies	0.13	0.13	34.17	(0.13)	(100.00%)	(34.17)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	69.88	57.62	66.79	12.26	21.28%	3.09	4.63%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>28,681.03</u>	<u>34,771.47</u>	<u>35,928.36</u>	<u>(6,090.44)</u>	<u>(17.52%)</u>	<u>(7,247.33)</u>	<u>(20.17%)</u>
<b>Net Gain or (Loss)</b>	<u>34,247.62</u>	<u>50,735.51</u>	<u>49,071.65</u>	<u>(16,487.89)</u>	<u>(32.50%)</u>	<u>(14,824.03)</u>	<u>(30.21%)</u>

**Society of American Archivists  
Operational Expense Centers  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	25,000.00			25,000.00	0.00%	25,000.00	0.00%
Investments	54,198.27	51,079.09	24,712.00	3,119.18	6.11%	29,486.27	119.32%
Shipping, Handling, & Other	13,501.98	5,503.23		7,998.75	145.35%	13,501.98	0.00%
<b>Total Income</b>	<u>92,700.25</u>	<u>56,582.32</u>	<u>24,712.00</u>	<u>36,117.93</u>	<u>63.83%</u>	<u>67,988.25</u>	<u>275.12%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	387,349.42	440,716.32	444,865.06	(53,366.90)	(12.11%)	(57,515.64)	(12.93%)
Office Occupancy & Utilities	42,958.38	42,741.81	46,649.04	216.57	0.51%	(3,690.66)	(7.91%)
Services	233,034.86	207,082.67	226,437.00	25,952.19	12.53%	6,597.86	2.91%
Supplies	13,341.12	11,904.77	3,415.17	1,436.35	12.07%	9,925.95	290.64%
Travel	32,880.27	64,066.97	55,802.96	(31,186.70)	(48.68%)	(22,922.69)	(41.08%)
Leases, Rentals, & Licenses	5,061.28	4,737.69	6,069.45	323.59	6.83%	(1,008.17)	(16.61%)
Taxes, Dues, & Subscriptions	27,614.29	31,098.55	22,500.00	(3,484.26)	(11.20%)	5,114.29	22.73%
Depreciation, Cost of Goods Sold & Other	59,842.29	64,952.08	63,685.07	(5,109.79)	(7.87%)	(3,842.78)	(6.03%)
<b>Total Expenses</b>	<u>802,081.91</u>	<u>867,300.86</u>	<u>869,423.75</u>	<u>(65,218.95)</u>	<u>(7.52%)</u>	<u>(67,341.84)</u>	<u>(7.75%)</u>
<b>Net Gain or (Loss)</b>	<u>(709,381.66)</u>	<u>(810,718.54)</u>	<u>(844,711.75)</u>	<u>101,336.88</u>	<u>(12.50%)</u>	<u>135,330.09</u>	<u>(16.02%)</u>

**Society of American Archivists  
General & Administrative  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	25,000.00			25,000.00	0.00%	25,000.00	0.00%
Investments	54,198.27	51,079.09	24,712.00	3,119.18	6.11%	29,486.27	119.32%
Shipping, Handling, & Other	8,501.98	4,558.23		3,943.75	86.52%	8,501.98	0.00%
<b>Total Income</b>	<u>87,700.25</u>	<u>55,637.32</u>	<u>24,712.00</u>	<u>32,062.93</u>	<u>57.63%</u>	<u>62,988.25</u>	<u>254.89%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	229,213.30	298,231.06	281,623.67	(69,017.76)	(23.14%)	(52,410.37)	(18.61%)
Office Occupancy & Utilities	27,097.42	28,071.14	28,028.51	(973.72)	(3.47%)	(931.09)	(3.32%)
Services	155,895.42	150,922.20	144,130.13	4,973.22	3.30%	11,765.29	8.16%
Supplies	12,694.96	11,138.25	2,532.36	1,556.71	13.98%	10,162.60	401.31%
Travel	8,084.70	11,347.29	14,259.96	(3,262.59)	(28.75%)	(6,175.26)	(43.30%)
Leases, Rentals, & Licenses	2,946.46	3,198.31	4,343.03	(251.85)	(7.87%)	(1,396.57)	(32.16%)
Taxes, Dues, & Subscriptions	14,224.29	15,402.96	8,950.00	(1,178.67)	(7.65%)	5,274.29	58.93%
Depreciation, Cost of Goods Sold & Other	59,842.29	64,952.08	63,685.07	(5,109.79)	(7.87%)	(3,842.78)	(6.03%)
<b>Total Expenses</b>	<u>509,998.84</u>	<u>583,263.29</u>	<u>547,552.73</u>	<u>(73,264.45)</u>	<u>(12.56%)</u>	<u>(37,553.89)</u>	<u>(6.86%)</u>
<b>Net Gain or (Loss)</b>	<u>(422,298.59)</u>	<u>(527,625.97)</u>	<u>(522,840.73)</u>	<u>105,327.38</u>	<u>(19.96%)</u>	<u>100,542.14</u>	<u>(19.23%)</u>

**Society of American Archivists  
Governance  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
<b>Total Income</b>	<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>
<b>Expenses</b>							
Salaries, Wages, & Benefits	69,781.83	53,939.56	69,762.50	15,842.27	29.37%	19.33	0.03%
Office Occupancy & Utilities	7,013.28	6,356.05	9,378.57	657.23	10.34%	(2,365.29)	(25.22%)
Services	65,918.27	39,564.51	52,029.91	26,353.76	66.61%	13,888.36	26.69%
Supplies	646.16	444.87	377.67	201.29	45.25%	268.49	71.09%
Travel	18,957.83	40,237.03	20,888.00	(21,279.20)	(52.88%)	(1,930.17)	(9.24%)
Leases, Rentals, & Licenses	1,158.78	592.23	738.62	566.55	95.66%	420.16	56.88%
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							
<b>Total Expenses</b>	<u>166,866.15</u>	<u>144,829.84</u>	<u>156,725.27</u>	<u>22,036.31</u>	<u>15.22%</u>	<u>10,140.88</u>	<u>6.47%</u>
<b>Net Gain or (Loss)</b>	<u>(161,866.15)</u>	<u>(144,134.84)</u>	<u>(156,725.27)</u>	<u>(17,731.31)</u>	<u>12.30%</u>	<u>(5,140.88)</u>	<u>3.28%</u>



**Society of American Archivists  
Advocacy  
For the Twelve Months Ending Tuesday, June 30, 2020**

	<u>Year-To-Date 6/30/2020</u>	<u>Year-To-Date 6/30/2019</u>	<u>Budget 6/30/2020</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		250.00		(250.00)	(100.00%)		0.00%
<b>Total Income</b>		<u>250.00</u>		<u>(250.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	88,354.29	88,545.70	93,478.89	(191.41)	(0.22%)	(5,124.60)	(5.48%)
Office Occupancy & Utilities	8,847.68	8,314.62	9,241.96	533.06	6.41%	(394.28)	(4.27%)
Services	11,221.17	16,595.96	30,276.96	(5,374.79)	(32.39%)	(19,055.79)	(62.94%)
Supplies		321.65	505.14	(321.65)	(100.00%)	(505.14)	(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	956.04	947.15	987.80	8.89	0.94%	(31.76)	(3.22%)
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							
<b>Total Expenses</b>	<u>125,216.92</u>	<u>139,207.73</u>	<u>165,145.75</u>	<u>(13,990.81)</u>	<u>(10.05%)</u>	<u>(39,928.83)</u>	<u>(24.18%)</u>
<b>Net Gain or (Loss)</b>	<u>(125,216.92)</u>	<u>(138,957.73)</u>	<u>(165,145.75)</u>	<u>13,740.81</u>	<u>(9.89%)</u>	<u>39,928.83</u>	<u>(24.18%)</u>