

**Society of American Archivists
Council Conference Call
October 14, 2019
3:00 – 5:00 pm EST**

**August 2019 Year-to-Date Financial Statements (FY 2020)
(Prepared by Treasurer Amy Fitch and
Finance/Administration Director Peter Carlson)**

Overview

For the month ending August 31, 2019, SAA posted a net gain of \$242,045. This is a favorable variance of \$188,824, as the budgeted gain for August was \$53,221. Total revenues as of August 31 were lower than last year and budget by \$305,598 (22.3%) and \$31,134 (2.84%), respectively. Total expenses were lower than last year and budget by \$141,002 (14.63%) and \$219,958 (21.1%). **Please note that we have just received the final invoice from the hotel in Austin, so the variance of expenses with budget will tighten with September's accounting close.**

Balance Sheet

Cash and Investments balances were lower than last year by \$276,648 (13.51%) and total deferred revenues were about the same as last year (up by \$6,767, or 1.01%). Membership deferred revenues held steady, up by \$10,176 (1.80%). The significant reduction in cash balance is due to the large outlays for Nimble AMS, and the decline in deferred revenue is the result of comparisons with SAA's 2018 Joint Annual Meeting, our largest ever.

Income Statement

For the month ending August 31, 2019, SAA posted a net gain of \$242,045. This net gain is lower than last year by \$164,596 (40.48%) and better than budget by \$188,824 (354.79%). Career Services and General & Administrative cost centers had higher-than-budgeted revenue. Expenses are lower than budget in eight cost centers, but higher than budget in Membership (15.34% over budget) and *American Archivist* (27.25% over budget). The variances in both of these cost centers are the result of timing issues between budgeted and realized expenses and will normalize in the coming months.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased by 13 (0.22%), while dues revenue was lower than last year and budget by 0.25% and 1.13%, respectively. Membership's net gain for August is lower than last year and budget by \$8,483 (5.6%) and \$5,198 (3.51%), respectively. This marks the first time since 2007 that year-over-year dues revenue declined in August. Deferred revenues in June were higher than last year by \$10,176 (1.8%).

Agenda Item V.A.1.

- **Annual Meeting:** As of August 31, the Joint Annual Meeting in Austin shows a net gain of \$277,221, which is lower than last year by \$109,299 (28.28%) and better than budget by \$127,852 (85.60%). Revenues were lower than last year and budget by \$302,857 (29.64%) and \$28,721 (3.84%), respectively. Notably, significant expenses have yet to be realized, so this report is necessarily incomplete. On the revenue side, while we budgeted for 1,779 attendees, paid attendance was less than 1700, so the revenue shortfall of 3.84% is relatively good news.
- **Publications:** Publications showed a net loss of \$19,405 on August 31, which is much better than the budgeted net loss of \$48,753 (60.2%). Total revenue as of August 31 was higher than last year by \$8,962 (16.57%) and on budget (0.08% variance). Expenses as of August 31 are \$29,401 (26.29%) lower than budget, due largely to the timing of Annual Meeting, postage, and editorial service costs. It is expected that this variance will smooth out in subsequent periods.
- **Education:** Education posted a net gain of \$154 for the period ending August 31. This performance is lower than last year by \$24,596 (99.38%) and much better than budget by \$10,667 (101.47%). Part of this variance with budget is the result of expenses yet to be realized from the Annual Meeting.
- **Career Services:** As of August 31, Career Services posted a net gain of \$8,165, which is about the same as last year (0.13% variance) and better than budget by \$3,586 (78.32%). Revenues are up over last year and budget by 3% and 19.44%, respectively. Expenses are lower than budget by \$1,085 (13.08%) due to lagging Annual Meeting expenses.
- **General and Administrative:** The net loss in G&A for the period ending August 31 was \$83,753, which is \$14,891 (8.55%) less than last year's net loss and \$15,212 (15.37%) less than the budgeted net loss of \$98,966. The variance with last year reflects a significant shift in staff effort allocation in light of the AMS project. The budget variance is the result of the timing of Audit costs, and is expected to resolve next month.

**Society of American Archivists
Balance Sheet - Operations
Saturday, August 31, 2019**

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,771,066.62	\$2,047,714.18	(\$276,647.56)	(13.51%)
Accounts Receivable	12,121.77	49,849.01	(37,727.24)	(75.68%)
Equipment	58,962.08	72,446.50	(13,484.42)	(18.61%)
Deposits	12,278.41	9,986.85	2,291.56	22.95%
Inventory	105,143.14	80,134.40	25,008.74	31.21%
Prepaid Expenses	50,870.38	32,810.00	18,060.38	55.05%
Due From Operations	429,724.72	83,871.26	345,853.46	412.36%
Due From Foundation	464,016.81	442,469.63	21,547.18	4.87%
Cash Clearing	568.00		568.00	(100.00%)
Total Assets	<u><u>2,904,751.93</u></u>	<u><u>2,819,281.83</u></u>	<u><u>85,470.10</u></u>	<u><u>3.03%</u></u>
Liabilities				
Accounts Payable	14,491.80	29,757.51	(15,265.71)	(51.30%)
Salaries and Wages Payable	42,901.57	53,924.30	(11,022.73)	(20.44%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	50,609.67	50,921.50	(311.83)	(0.61%)
Membership	576,205.66	566,029.68	10,175.98	1.80%
Education	50,848.00	50,475.20	372.80	0.74%
Sponsors				(100.00%)
Advertising		2,158.00	(2,158.00)	(100.00%)
Exhibitors				(100.00%)
Consultants	66.00	1,378.30	(1,312.30)	(95.21%)
Total Deferred Revenues	677,729.33	670,962.68	6,766.65	1.01%
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	31,285.79	26,396.59	4,889.20	18.52%
Deferred Rent	12,944.01	14,984.84	(2,040.83)	(13.62%)
Total Liabilities	<u><u>1,958,415.65</u></u>	<u><u>1,687,838.11</u></u>	<u><u>270,577.54</u></u>	<u><u>16.03%</u></u>
Net Assets				
Fund Balance	704,291.23	724,802.23	(20,511.00)	(2.83%)
Net Gain or Loss	242,045.05	406,641.49	(164,596.44)	(40.48%)
Total Net Assets	<u><u>946,336.28</u></u>	<u><u>1,131,443.72</u></u>	<u><u>(185,107.44)</u></u>	<u><u>(16.36%)</u></u>
Total Liabilities and Net Assets	<u><u>2,904,751.93</u></u>	<u><u>2,819,281.83</u></u>	<u><u>85,470.10</u></u>	<u><u>3.03%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Two Months Ending Saturday, August 31, 2019

	<u>Year-To-Date</u> <u>8/31/2019</u>	<u>Year-To-Date</u> <u>8/31/2018</u>	<u>Budget</u> <u>8/31/2019</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	\$142,930.50	\$151,413.35	\$148,128.02	(\$8,482.85)	(5.60%)	(\$5,197.52)	(3.51%)
Annual Meeting	277,221.14	386,520.09	149,368.71	(109,298.95)	(28.28%)	127,852.43	85.60%
Publications	(19,405.20)	1,209.61	(48,752.81)	(20,614.81)	(1,704.25%)	29,347.61	(60.20%)
Education	154.30	24,750.33	(10,512.51)	(24,596.03)	(99.38%)	10,666.81	(101.47%)
Career Services	8,165.25	8,154.85	4,579.02	10.40	0.13%	3,586.23	78.32%
American Archivist	(11,670.89)	(12,555.75)	(11,902.72)	884.86	(7.05%)	231.83	(1.95%)
Archival Outlook	(23,685.92)	(10,834.53)	(20,239.58)	(12,851.39)	118.62%	(3,446.34)	17.03%
General & Administrative	(83,753.28)	(98,644.41)	(98,965.77)	14,891.13	(15.10%)	15,212.49	(15.37%)
Advocacy	(19,111.19)	(20,263.46)	(19,158.96)	1,152.27	(5.69%)	47.77	(0.25%)
Governance	(28,799.66)	(23,108.59)	(39,322.13)	(5,691.07)	24.63%	10,522.47	(26.76%)
Total Net Gain/(Loss)	<u>242,045.05</u>	<u>406,641.49</u>	<u>53,221.27</u>	<u>(164,596.44)</u>	<u>(40.48%)</u>	<u>188,823.78</u>	<u>354.79%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Two Months Ending Saturday, August 31, 2019

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$172,445.69	\$172,850.79	\$173,717.56	(\$405.10)	(0.23%)	(\$1,271.87)	(0.73%)
Annual Meeting	719,090.00	1,021,947.24	747,810.54	(302,857.24)	(29.64%)	(28,720.54)	(3.84%)
Publications	63,036.98	54,074.61	63,089.89	8,962.37	16.57%	(52.91)	(0.08%)
Education	78,665.68	97,151.25	86,633.33	(18,485.57)	(19.03%)	(7,967.65)	(9.20%)
Career Services	15,372.85	14,925.36	12,871.12	447.49	3.00%	2,501.73	19.44%
American Archivist	3,475.83	605.50		2,870.33	474.04%	3,475.83	0.00%
Archival Outlook	627.83	1,464.00	4,279.16	(836.17)	(57.12%)	(3,651.33)	(85.33%)
General & Administrative	11,805.54	6,494.72	7,253.00	5,310.82	81.77%	4,552.54	62.77%
Governance		605.00		(605.00)	(100.00%)		0.00%
Total Revenues	<u>1,064,520.40</u>	<u>1,370,118.47</u>	<u>1,095,654.60</u>	<u>(305,598.07)</u>	<u>(22.30%)</u>	<u>(31,134.20)</u>	<u>(2.84%)</u>
Expenses							
Membership	29,515.19	21,437.44	25,589.54	8,077.75	37.68%	3,925.65	15.34%
Annual Meeting	441,868.86	635,427.15	598,441.83	(193,558.29)	(30.46%)	(156,572.97)	(26.16%)
Publications	82,442.18	52,865.00	111,842.70	29,577.18	55.95%	(29,400.52)	(26.29%)
Education	78,511.38	72,400.92	97,145.84	6,110.46	8.44%	(18,634.46)	(19.18%)
Career Services	7,207.60	6,770.51	8,292.10	437.09	6.46%	(1,084.50)	(13.08%)
American Archivist	15,146.72	13,161.25	11,902.72	1,985.47	15.09%	3,244.00	27.25%
Archival Outlook	24,313.75	12,298.53	24,518.74	12,015.22	97.70%	(204.99)	(0.84%)
General & Administrative	95,558.82	105,139.13	106,218.77	(9,580.31)	(9.11%)	(10,659.95)	(10.04%)
Advocacy	19,111.19	20,263.46	19,158.96	(1,152.27)	(5.69%)	(47.77)	(0.25%)
Governance	28,799.66	23,713.59	39,322.13	5,086.07	21.45%	(10,522.47)	(26.76%)
Total Expenses	<u>822,475.35</u>	<u>963,476.98</u>	<u>1,042,433.33</u>	<u>(141,001.63)</u>	<u>(14.63%)</u>	<u>(219,957.98)</u>	<u>(21.10%)</u>
Total Net Gain/(Loss)	<u>242,045.05</u>	<u>406,641.49</u>	<u>53,221.27</u>	<u>(164,596.44)</u>	<u>(40.48%)</u>	<u>188,823.78</u>	<u>354.79%</u>

**Society of American Archivists
Consolidated Statement of Activities
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$171,749.89	\$172,186.39	\$173,717.56	(\$436.50)	(0.25%)	(\$1,967.67)	(1.13%)
Subscriptions & Advertising	20,140.51	24,526.86	21,171.12	(4,386.35)	(17.88%)	(1,030.61)	(4.87%)
Workshops	78,026.70	97,084.25	86,633.33	(19,057.55)	(19.63%)	(8,606.63)	(9.93%)
Annual Meeting	717,790.00	1,014,127.24	742,160.54	(296,337.24)	(29.22%)	(24,370.54)	(3.28%)
Publications & CD Sales	57,184.30	45,367.26	56,389.81	11,817.04	26.05%	794.49	1.41%
Contributions					0.00%		0.00%
Investments	7,424.89	6,462.76	7,253.00	962.13	14.89%	171.89	2.37%
Shipping, Handling, & Other	12,204.11	10,363.71	8,329.24	1,840.40	17.76%	3,874.87	46.52%
Total Income	<u>1,064,520.40</u>	<u>1,370,118.47</u>	<u>1,095,654.60</u>	<u>(305,598.07)</u>	<u>(22.30%)</u>	<u>(31,134.20)</u>	<u>(2.84%)</u>
Expenses							
Salaries, Wages, & Benefits	198,957.80	204,451.04	194,984.22	(5,493.24)	(2.69%)	3,973.58	2.04%
Office Occupancy & Utilities	18,566.59	18,589.65	21,872.24	(23.06)	(0.12%)	(3,305.65)	(15.11%)
Services	243,946.33	214,441.51	532,112.64	29,504.82	13.76%	(288,166.31)	(54.16%)
Supplies	113,155.65	313,673.11	2,139.14	(200,517.46)	(63.93%)	111,016.51	5,189.77%
Travel	25,744.09	24,445.36	42,273.32	1,298.73	5.31%	(16,529.23)	(39.10%)
Leases, Rentals, & Licenses	2,680.80	4,681.84	32,122.04	(2,001.04)	(42.74%)	(29,441.24)	(91.65%)
Taxes, Dues, & Subscriptions	363.00	(39,604.42)	20,000.00	39,967.42	(100.92%)	(19,637.00)	(98.19%)
Depreciation, Cost of Goods Sold & Other	219,061.09	222,798.89	196,929.73	(3,737.80)	(1.68%)	22,131.36	11.24%
Total Expenses	<u>822,475.35</u>	<u>963,476.98</u>	<u>1,042,433.33</u>	<u>(141,001.63)</u>	<u>(14.63%)</u>	<u>(219,957.98)</u>	<u>(21.10%)</u>
Net Gain or (Loss)	<u>242,045.05</u>	<u>406,641.49</u>	<u>53,221.27</u>	<u>(164,596.44)</u>	<u>(40.48%)</u>	<u>188,823.78</u>	<u>354.79%</u>

**Society of American Archivists
Membership and Periodicals
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$171,749.89	\$172,186.39	\$173,717.56	(\$436.50)	(0.25%)	(\$1,967.67)	(1.13%)
Subscriptions & Advertising	3,867.66	1,781.50	4,000.00	2,086.16	117.10%	(132.34)	(3.31%)
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	931.80	952.40	279.16	(20.60)	(2.16%)	652.64	233.79%
Total Income	<u>176,549.35</u>	<u>174,920.29</u>	<u>177,996.72</u>	<u>1,629.06</u>	<u>0.93%</u>	<u>(1,447.37)</u>	<u>(0.81%)</u>
Expenses							
Salaries, Wages, & Benefits	28,779.80	30,994.27	28,223.25	(2,214.47)	(7.14%)	556.55	1.97%
Office Occupancy & Utilities	2,744.29	2,660.91	2,839.20	83.38	3.13%	(94.91)	(3.34%)
Services	27,454.71	11,462.18	30,332.09	15,992.53	139.52%	(2,877.38)	(9.49%)
Supplies		1,123.84	304.10	(1,123.84)	(100.00%)	(304.10)	(100.00%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	312.50	323.18	312.36	(10.68)	(3.30%)	0.14	0.04%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	9,684.36			9,684.36	0.00%	9,684.36	0.00%
Total Expenses	<u>68,975.66</u>	<u>46,897.22</u>	<u>62,011.00</u>	<u>22,078.44</u>	<u>47.08%</u>	<u>6,964.66</u>	<u>11.23%</u>
Net Gain or (Loss)	<u>107,573.69</u>	<u>128,023.07</u>	<u>115,985.72</u>	<u>(20,449.38)</u>	<u>(15.97%)</u>	<u>(8,412.03)</u>	<u>(7.25%)</u>

**Society of American Archivists
Membership
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$171,749.89	\$172,186.39	\$173,717.56	(\$436.50)	(0.25%)	(\$1,967.67)	(1.13%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>695.80</u>	<u>664.40</u>		<u>31.40</u>	<u>4.73%</u>	<u>695.80</u>	<u>0.00%</u>
Total Income	<u>172,445.69</u>	<u>172,850.79</u>	<u>173,717.56</u>	<u>(405.10)</u>	<u>(0.23%)</u>	<u>(1,271.87)</u>	<u>(0.73%)</u>
Expenses							
Salaries, Wages, & Benefits	16,580.10	16,775.46	16,248.46	(195.36)	(1.16%)	331.64	2.04%
Office Occupancy & Utilities	1,525.04	1,411.88	1,611.54	113.16	8.01%	(86.50)	(5.37%)
Services	1,546.03	1,628.80	7,310.99	(82.77)	(5.08%)	(5,764.96)	(78.85%)
Supplies		1,114.10	238.72	(1,114.10)	(100.00%)	(238.72)	(100.00%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	179.66	174.36	179.83	5.30	3.04%	(0.17)	(0.09%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>9,684.36</u>			<u>9,684.36</u>	<u>0.00%</u>	<u>9,684.36</u>	<u>0.00%</u>
Total Expenses	<u>29,515.19</u>	<u>21,437.44</u>	<u>25,589.54</u>	<u>8,077.75</u>	<u>37.68%</u>	<u>3,925.65</u>	<u>15.34%</u>
Net Gain or (Loss)	<u>142,930.50</u>	<u>151,413.35</u>	<u>148,128.02</u>	<u>(8,482.85)</u>	<u>(5.60%)</u>	<u>(5,197.52)</u>	<u>(3.51%)</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	3,867.66	1,781.50	4,000.00	2,086.16	117.10%	(132.34)	(3.31%)
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	236.00	288.00	279.16	(52.00)	(18.06%)	(43.16)	(15.46%)
Total Income	<u>4,103.66</u>	<u>2,069.50</u>	<u>4,279.16</u>	<u>2,034.16</u>	<u>98.29%</u>	<u>(175.50)</u>	<u>(4.10%)</u>
Expenses							
Salaries, Wages, & Benefits	12,199.70	14,218.81	11,974.79	(2,019.11)	(14.20%)	224.91	1.88%
Office Occupancy & Utilities	1,219.25	1,249.03	1,227.66	(29.78)	(2.38%)	(8.41)	(0.69%)
Services	25,908.68	9,833.38	23,021.10	16,075.30	163.48%	2,887.58	12.54%
Supplies		9.74	65.38	(9.74)	(100.00%)	(65.38)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	132.84	148.82	132.53	(15.98)	(10.74%)	0.31	0.23%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>39,460.47</u>	<u>25,459.78</u>	<u>36,421.46</u>	<u>14,000.69</u>	<u>54.99%</u>	<u>3,039.01</u>	<u>8.34%</u>
Net Gain or (Loss)	<u>(35,356.81)</u>	<u>(23,390.28)</u>	<u>(32,142.30)</u>	<u>(11,966.53)</u>	<u>51.16%</u>	<u>(3,214.51)</u>	<u>10.00%</u>

**Society of American Archivists
American Archivist
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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	3,459.83	597.50		2,862.33	479.05%	3,459.83	0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	16.00	8.00		8.00	100.00%	16.00	0.00%
Total Income	<u>3,475.83</u>	<u>605.50</u>		<u>2,870.33</u>	<u>474.04%</u>	<u>3,475.83</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	3,581.85	5,546.22	3,539.48	(1,964.37)	(35.42%)	42.37	1.20%
Office Occupancy & Utilities	417.61	453.95	391.04	(36.34)	(8.01%)	26.57	6.79%
Services	11,107.87	7,097.00	7,913.71	4,010.87	56.52%	3,194.16	40.36%
Supplies		8.61	19.32	(8.61)	(100.00%)	(19.32)	(100.00%)
Travel							
Leases, Rentals, & Licenses	39.39	55.47	39.17	(16.08)	(28.99%)	0.22	0.56%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>15,146.72</u>	<u>13,161.25</u>	<u>11,902.72</u>	<u>1,985.47</u>	<u>15.09%</u>	<u>3,244.00</u>	<u>27.25%</u>
Net Gain or (Loss)	<u>(11,670.89)</u>	<u>(12,555.75)</u>	<u>(11,902.72)</u>	<u>884.86</u>	<u>(7.05%)</u>	<u>231.83</u>	<u>(1.95%)</u>

**Society of American Archivists
Archival Outlook
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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	407.83	1,184.00	4,000.00	(776.17)	(65.55%)	(3,592.17)	(89.80%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>220.00</u>	<u>280.00</u>	<u>279.16</u>	<u>(60.00)</u>	<u>(21.43%)</u>	<u>(59.16)</u>	<u>(21.19%)</u>
Total Income	<u>627.83</u>	<u>1,464.00</u>	<u>4,279.16</u>	<u>(836.17)</u>	<u>(57.12%)</u>	<u>(3,651.33)</u>	<u>(85.33%)</u>
Expenses							
Salaries, Wages, & Benefits	8,617.85	8,672.59	8,435.31	(54.74)	(0.63%)	182.54	2.16%
Office Occupancy & Utilities	801.64	795.08	836.62	6.56	0.83%	(34.98)	(4.18%)
Services	14,800.81	2,736.38	15,107.39	12,064.43	440.89%	(306.58)	(2.03%)
Supplies		1.13	46.06	(1.13)	(100.00%)	(46.06)	(100.00%)
Travel							
Leases, Rentals, & Licenses	93.45	93.35	93.36	0.10	0.11%	0.09	0.10%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>24,313.75</u>	<u>12,298.53</u>	<u>24,518.74</u>	<u>12,015.22</u>	<u>97.70%</u>	<u>(204.99)</u>	<u>(0.84%)</u>
Net Gain or (Loss)	<u>(23,685.92)</u>	<u>(10,834.53)</u>	<u>(20,239.58)</u>	<u>(12,851.39)</u>	<u>118.62%</u>	<u>(3,446.34)</u>	<u>17.03%</u>

**Society of American Archivists
Operational Revenue Centers
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	16,272.85	22,745.36	17,171.12	(6,472.51)	(28.46%)	(898.27)	(5.23%)
Workshops	78,026.70	97,084.25	86,633.33	(19,057.55)	(19.63%)	(8,606.63)	(9.93%)
Annual Meeting	717,790.00	1,014,127.24	742,160.54	(296,337.24)	(29.22%)	(24,370.54)	(3.28%)
Publications & CD Sales	57,184.30	45,367.26	56,389.81	11,817.04	26.05%	794.49	1.41%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,891.66	8,774.35	8,050.08	(1,882.69)	(21.46%)	(1,158.42)	(14.39%)
Total Income	<u>876,165.51</u>	<u>1,188,098.46</u>	<u>910,404.88</u>	<u>(311,932.95)</u>	<u>(26.25%)</u>	<u>(34,239.37)</u>	<u>(3.76%)</u>
Expenses							
Salaries, Wages, & Benefits	100,228.10	94,421.26	97,977.21	5,806.84	6.15%	2,250.89	2.30%
Office Occupancy & Utilities	8,994.60	8,896.59	11,947.36	98.01	1.10%	(2,952.76)	(24.71%)
Services	178,488.74	162,094.55	436,549.51	16,394.19	10.11%	(258,060.77)	(59.11%)
Supplies	105,511.22	308,697.52	1,301.00	(203,186.30)	(65.82%)	104,210.22	8,010.01%
Travel	15,956.18	16,432.33	28,926.66	(476.15)	(2.90%)	(12,970.48)	(44.84%)
Leases, Rentals, & Licenses	1,623.97	3,573.39	30,840.60	(1,949.42)	(54.55%)	(29,216.63)	(94.73%)
Taxes, Dues, & Subscriptions		(41,096.37)	20,000.00	41,096.37	(100.00%)	(20,000.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	199,227.21	214,444.31	188,180.13	(15,217.10)	(7.10%)	11,047.08	5.87%
Total Expenses	<u>610,030.02</u>	<u>767,463.58</u>	<u>815,722.47</u>	<u>(157,433.56)</u>	<u>(20.51%)</u>	<u>(205,692.45)</u>	<u>(25.22%)</u>
Net Gain or (Loss)	<u>266,135.49</u>	<u>420,634.88</u>	<u>94,682.41</u>	<u>(154,499.39)</u>	<u>(36.73%)</u>	<u>171,453.08</u>	<u>181.08%</u>

**Society of American Archivists
Annual Meeting
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	900.00	7,820.00	4,300.00	(6,920.00)	(88.49%)	(3,400.00)	(79.07%)
Workshops					0.00%		0.00%
Annual Meeting	717,790.00	1,014,127.24	742,160.54	(296,337.24)	(29.22%)	(24,370.54)	(3.28%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>719,090.00</u>	<u>1,021,947.24</u>	<u>747,810.54</u>	<u>(302,857.24)</u>	<u>(29.64%)</u>	<u>(28,720.54)</u>	<u>(3.84%)</u>
Expenses							
Salaries, Wages, & Benefits	39,327.02	35,855.38	38,409.99	3,471.64	9.68%	917.03	2.39%
Office Occupancy & Utilities	3,437.72	3,327.04	5,839.48	110.68	3.33%	(2,401.76)	(41.13%)
Services	122,208.56	128,229.77	336,311.59	(6,021.21)	(4.70%)	(214,103.03)	(63.66%)
Supplies	101,094.55	307,034.37	959.10	(205,939.82)	(67.07%)	100,135.45	10,440.56%
Travel	3,466.61	2,410.86	5,650.00	1,055.75	43.79%	(2,183.39)	(38.64%)
Leases, Rentals, & Licenses	425.01	2,399.86	29,641.30	(1,974.85)	(82.29%)	(29,216.29)	(98.57%)
Taxes, Dues, & Subscriptions		(41,096.37)	20,000.00	41,096.37	(100.00%)	(20,000.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	171,909.39	197,266.24	161,630.37	(25,356.85)	(12.85%)	10,279.02	6.36%
Total Expenses	<u>441,868.86</u>	<u>635,427.15</u>	<u>598,441.83</u>	<u>(193,558.29)</u>	<u>(30.46%)</u>	<u>(156,572.97)</u>	<u>(26.16%)</u>
Net Gain or (Loss)	<u>277,221.14</u>	<u>386,520.09</u>	<u>149,368.71</u>	<u>(109,298.95)</u>	<u>(28.28%)</u>	<u>127,852.43</u>	<u>85.60%</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	717,790.00		742,160.54	717,790.00	0.00%	(24,370.54)	(3.28%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>719,090.00</u>		<u>747,810.54</u>	<u>719,090.00</u>	<u>0.00%</u>	<u>(28,720.54)</u>	<u>(3.84%)</u>
Expenses							
Salaries, Wages, & Benefits	37,205.39	2,885.68	36,287.31	34,319.71	1,189.31%	918.08	2.53%
Office Occupancy & Utilities	3,177.63	92.29	5,628.96	3,085.34	3,343.09%	(2,451.33)	(43.55%)
Services	122,018.75	1,577.07	336,096.78	120,441.68	7,637.05%	(214,078.03)	(63.70%)
Supplies	101,094.55	296.38	947.52	100,798.17	34,009.77%	100,147.03	10,569.38%
Travel	3,466.61	1,264.05	5,650.00	2,202.56	174.25%	(2,183.39)	(38.64%)
Leases, Rentals, & Licenses	401.59	21.52	29,617.81	380.07	1,766.12%	(29,216.22)	(98.64%)
Taxes, Dues, & Subscriptions			20,000.00		0.00%	(20,000.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	174,504.34	(6,136.99)	164,213.48	180,641.33	(2,943.48%)	10,290.86	6.27%
Total Expenses	<u>441,868.86</u>		<u>598,441.86</u>	<u>441,868.86</u>	<u>0.00%</u>	<u>(156,573.00)</u>	<u>(26.16%)</u>
Net Gain or (Loss)	<u>277,221.14</u>		<u>149,368.68</u>	<u>277,221.14</u>	<u>0.00%</u>	<u>127,852.46</u>	<u>85.60%</u>

**Society of American Archivists
Annual Meeting - Washington 2018
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,014,127.24		(1,014,127.24)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		1,021,947.24		(1,021,947.24)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		32,969.70		(32,969.70)	(100.00%)		0.00%
Office Occupancy & Utilities		3,234.75		(3,234.75)	(100.00%)		0.00%
Services		126,652.70		(126,652.70)	(100.00%)		0.00%
Supplies		306,737.99		(306,737.99)	(100.00%)		0.00%
Travel		1,146.81		(1,146.81)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,378.34		(2,378.34)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(41,096.37)		41,096.37	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		203,403.23		(203,403.23)	(100.00%)		0.00%
Total Expenses		635,427.15		(635,427.15)	(100.00%)		0.00%
Net Gain or (Loss)		386,520.09		(386,520.09)	(100.00%)		0.00%

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,121.63		2,122.68	2,121.63	0.00%	(1.05)	(0.05%)
Office Occupancy & Utilities	260.09		210.52	260.09	0.00%	49.57	23.55%
Services	189.81		214.81	189.81	0.00%	(25.00)	(11.64%)
Supplies			11.58		0.00%	(11.58)	(100.00%)
Travel							
Leases, Rentals, & Licenses	23.42		23.49	23.42	0.00%	(0.07)	(0.30%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(2,594.95)		(2,583.11)	(2,594.95)	0.00%	(11.84)	0.46%
Total Expenses			(0.03)		0.00%	0.03	(100.00%)
Net Gain or (Loss)			0.03		0.00%	(0.03)	(100.00%)

**Society of American Archivists
Publications
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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	57,184.30	45,300.26	56,389.81	11,884.04	26.23%	794.49	1.41%
Contributions							
Investments							
Shipping, Handling, & Other	<u>5,852.68</u>	<u>8,774.35</u>	<u>6,700.08</u>	<u>(2,921.67)</u>	<u>(33.30%)</u>	<u>(847.40)</u>	<u>(12.65%)</u>
Total Income	<u>63,036.98</u>	<u>54,074.61</u>	<u>63,089.89</u>	<u>8,962.37</u>	<u>16.57%</u>	<u>(52.91)</u>	<u>(0.08%)</u>
Expenses							
Salaries, Wages, & Benefits	17,642.70	17,716.40	17,237.47	(73.70)	(0.42%)	405.23	2.35%
Office Occupancy & Utilities	1,618.90	1,457.10	1,709.62	161.80	11.10%	(90.72)	(5.31%)
Services	30,558.71	14,097.40	61,805.94	16,461.31	116.77%	(31,247.23)	(50.56%)
Supplies	3,943.09	242.04	94.12	3,701.05	1,529.11%	3,848.97	4,089.43%
Travel	630.34	1,448.87	3,715.00	(818.53)	(56.49%)	(3,084.66)	(83.03%)
Leases, Rentals, & Licenses	730.62	725.12	730.79	5.50	0.76%	(0.17)	(0.02%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>27,317.82</u>	<u>17,178.07</u>	<u>26,549.76</u>	<u>10,139.75</u>	<u>59.03%</u>	<u>768.06</u>	<u>2.89%</u>
Total Expenses	<u>82,442.18</u>	<u>52,865.00</u>	<u>111,842.70</u>	<u>29,577.18</u>	<u>55.95%</u>	<u>(29,400.52)</u>	<u>(26.29%)</u>
Net Gain or (Loss)	<u>(19,405.20)</u>	<u>1,209.61</u>	<u>(48,752.81)</u>	<u>(20,614.81)</u>	<u>(1,704.25%)</u>	<u>29,347.61</u>	<u>(60.20%)</u>

**Society of American Archivists
Education
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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	78,026.70	97,084.25	86,633.33	(19,057.55)	(19.63%)	(8,606.63)	(9.93%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	<u>638.98</u>			<u>638.98</u>	<u>0.00%</u>	<u>638.98</u>	<u>0.00%</u>
Total Income	<u><u>78,665.68</u></u>	<u><u>97,151.25</u></u>	<u><u>86,633.33</u></u>	<u><u>(18,485.57)</u></u>	<u><u>(19.03%)</u></u>	<u><u>(7,967.65)</u></u>	<u><u>(9.20%)</u></u>
Expenses							
Salaries, Wages, & Benefits	41,746.25	39,830.32	40,859.75	1,915.93	4.81%	886.50	2.17%
Office Occupancy & Utilities	3,828.21	4,034.92	4,252.46	(206.71)	(5.12%)	(424.25)	(9.98%)
Services	20,362.22	14,645.63	33,254.97	5,716.59	39.03%	(12,892.75)	(38.77%)
Supplies	473.58	1,420.98	239.76	(947.40)	(66.67%)	233.82	97.52%
Travel	11,648.97	12,031.18	18,086.66	(382.21)	(3.18%)	(6,437.69)	(35.59%)
Leases, Rentals, & Licenses	452.15	437.89	452.24	14.26	3.26%	(0.09)	(0.02%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u><u>78,511.38</u></u>	<u><u>72,400.92</u></u>	<u><u>97,145.84</u></u>	<u><u>6,110.46</u></u>	<u><u>8.44%</u></u>	<u><u>(18,634.46)</u></u>	<u><u>(19.18%)</u></u>
Net Gain or (Loss)	<u><u>154.30</u></u>	<u><u>24,750.33</u></u>	<u><u>(10,512.51)</u></u>	<u><u>(24,596.03)</u></u>	<u><u>(99.38%)</u></u>	<u><u>10,666.81</u></u>	<u><u>(101.47%)</u></u>

**Society of American Archivists
Career Services
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	15,372.85	14,925.36	12,871.12	447.49	3.00%	2,501.73	19.44%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>15,372.85</u>	<u>14,925.36</u>	<u>12,871.12</u>	<u>447.49</u>	<u>3.00%</u>	<u>2,501.73</u>	<u>19.44%</u>
Expenses							
Salaries, Wages, & Benefits	1,512.13	1,019.16	1,470.00	492.97	48.37%	42.13	2.87%
Office Occupancy & Utilities	109.77	77.53	145.80	32.24	41.58%	(36.03)	(24.71%)
Services	5,359.25	5,121.75	5,177.01	237.50	4.64%	182.24	3.52%
Supplies		0.13	8.02	(0.13)	(100.00%)	(8.02)	(100.00%)
Travel	210.26	541.42	1,475.00	(331.16)	(61.17%)	(1,264.74)	(85.75%)
Leases, Rentals, & Licenses	16.19	10.52	16.27	5.67	53.90%	(0.08)	(0.49%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>7,207.60</u>	<u>6,770.51</u>	<u>8,292.10</u>	<u>437.09</u>	<u>6.46%</u>	<u>(1,084.50)</u>	<u>(13.08%)</u>
Net Gain or (Loss)	<u>8,165.25</u>	<u>8,154.85</u>	<u>4,579.02</u>	<u>10.40</u>	<u>0.13%</u>	<u>3,586.23</u>	<u>78.32%</u>

**Society of American Archivists
Operational Expense Centers
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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					0.00%		0.00%
Investments	7,424.89	6,462.76	7,253.00	962.13	14.89%	171.89	2.37%
Shipping, Handling, & Other	4,380.65	636.96		3,743.69	587.74%	4,380.65	0.00%
Total Income	<u>11,805.54</u>	<u>7,099.72</u>	<u>7,253.00</u>	<u>4,705.82</u>	<u>66.28%</u>	<u>4,552.54</u>	<u>62.77%</u>
Expenses							
Salaries, Wages, & Benefits	69,949.90	79,035.51	68,783.76	(9,085.61)	(11.50%)	1,166.14	1.70%
Office Occupancy & Utilities	6,827.70	7,032.15	7,085.68	(204.45)	(2.91%)	(257.98)	(3.64%)
Services	38,002.88	40,884.78	65,231.04	(2,881.90)	(7.05%)	(27,228.16)	(41.74%)
Supplies	7,644.43	3,851.75	534.04	3,792.68	98.47%	7,110.39	1,331.43%
Travel	9,787.91	7,680.19	13,346.66	2,107.72	27.44%	(3,558.75)	(26.66%)
Leases, Rentals, & Licenses	744.33	785.27	969.08	(40.94)	(5.21%)	(224.75)	(23.19%)
Taxes, Dues, & Subscriptions	363.00	1,491.95		(1,128.95)	(75.67%)	363.00	0.00%
Depreciation, Cost of Goods Sold & Other	10,149.52	8,354.58	8,749.60	1,794.94	21.48%	1,399.92	16.00%
Total Expenses	<u>143,469.67</u>	<u>149,116.18</u>	<u>164,699.86</u>	<u>(5,646.51)</u>	<u>(3.79%)</u>	<u>(21,230.19)</u>	<u>(12.89%)</u>
Net Gain or (Loss)	<u>(131,664.13)</u>	<u>(142,016.46)</u>	<u>(157,446.86)</u>	<u>10,352.33</u>	<u>(7.29%)</u>	<u>25,782.73</u>	<u>(16.38%)</u>

**Society of American Archivists
General & Administrative
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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	7,424.89	6,462.76	7,253.00	962.13	14.89%	171.89	2.37%
Shipping, Handling, & Other	4,380.65	31.96		4,348.69	13,606.66%	4,380.65	0.00%
Total Income	<u>11,805.54</u>	<u>6,494.72</u>	<u>7,253.00</u>	<u>5,310.82</u>	<u>81.77%</u>	<u>4,552.54</u>	<u>62.77%</u>
Expenses							
Salaries, Wages, & Benefits	43,514.27	54,603.08	42,867.88	(11,088.81)	(20.31%)	646.39	1.51%
Office Occupancy & Utilities	4,363.35	4,219.53	4,102.84	143.82	3.41%	260.51	6.35%
Services	26,988.85	30,489.43	42,247.00	(3,500.58)	(11.48%)	(15,258.15)	(36.12%)
Supplies	7,026.58	3,460.33	392.54	3,566.25	103.06%	6,634.04	1,690.03%
Travel	3,045.63	2,730.31	7,176.66	315.32	11.55%	(4,131.03)	(57.56%)
Leases, Rentals, & Licenses	457.62	505.51	682.25	(47.89)	(9.47%)	(224.63)	(32.92%)
Taxes, Dues, & Subscriptions	13.00	776.36		(763.36)	(98.33%)	13.00	0.00%
Depreciation, Cost of Goods Sold & Other	10,149.52	8,354.58	8,749.60	1,794.94	21.48%	1,399.92	16.00%
Total Expenses	<u>95,558.82</u>	<u>105,139.13</u>	<u>106,218.77</u>	<u>(9,580.31)</u>	<u>(9.11%)</u>	<u>(10,659.95)</u>	<u>(10.04%)</u>
Net Gain or (Loss)	<u>(83,753.28)</u>	<u>(98,644.41)</u>	<u>(98,965.77)</u>	<u>14,891.13</u>	<u>(15.10%)</u>	<u>15,212.49</u>	<u>(15.37%)</u>

**Society of American Archivists
Governance
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</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		605.00		(605.00)	(100.00%)		0.00%
Total Income		<u>605.00</u>		<u>(605.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	14,660.47	12,388.74	14,231.37	2,271.73	18.34%	429.10	3.02%
Office Occupancy & Utilities	1,116.12	1,668.27	1,823.98	(552.15)	(33.10%)	(707.86)	(38.81%)
Services	7,139.94	3,769.88	18,851.57	3,370.06	89.39%	(11,711.63)	(62.13%)
Supplies	617.85	69.77	77.70	548.08	785.55%	540.15	695.17%
Travel	4,757.92	4,949.88	4,180.00	(191.96)	(3.88%)	577.92	13.83%
Leases, Rentals, & Licenses	157.36	151.46	157.51	5.90	3.90%	(0.15)	(0.10%)
Taxes, Dues, & Subscriptions	350.00	715.59		(365.59)	(51.09%)	350.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>28,799.66</u>	<u>23,713.59</u>	<u>39,322.13</u>	<u>5,086.07</u>	<u>21.45%</u>	<u>(10,522.47)</u>	<u>(26.76%)</u>
Net Gain or (Loss)	<u>(28,799.66)</u>	<u>(23,108.59)</u>	<u>(39,322.13)</u>	<u>(5,691.07)</u>	<u>24.63%</u>	<u>10,522.47</u>	<u>(26.76%)</u>

**Society of American Archivists
Advocacy
For the Two Months Ending Saturday, August 31, 2019**

	<u>Year-To-Date 8/31/2019</u>	<u>Year-To-Date 8/31/2018</u>	<u>Budget 8/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					<u>0.00%</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	11,775.16	12,043.69	11,684.51	(268.53)	(2.23%)	90.65	0.78%
Office Occupancy & Utilities	1,348.23	1,144.35	1,158.86	203.88	17.82%	189.37	16.34%
Services	3,874.09	6,625.47	4,132.47	(2,751.38)	(41.53%)	(258.38)	(6.25%)
Supplies		321.65	63.80	(321.65)	(100.00%)	(63.80)	(100.00%)
Travel	1,984.36		1,990.00	1,984.36	0.00%	(5.64)	(0.28%)
Leases, Rentals, & Licenses	129.35	128.30	129.32	1.05	0.82%	0.03	0.02%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>19,111.19</u>	<u>20,263.46</u>	<u>19,158.96</u>	<u>(1,152.27)</u>	<u>(5.69%)</u>	<u>(47.77)</u>	<u>(0.25%)</u>
Net Gain or (Loss)	<u>(19,111.19)</u>	<u>(20,263.46)</u>	<u>(19,158.96)</u>	<u>1,152.27</u>	<u>(5.69%)</u>	<u>47.77</u>	<u>(0.25%)</u>