

MEMORANDUM

**TO: SAA Council
SAA Staff Directors**

FR: Peter Carlson, Director of Finance and Administration

DT: November 12, 2014

RE: September 30, 2014 Year-To-Date Financial Report

Overview

For the three months ending September 30, 2014, SAA posted a net gain of \$272,862 against a budgeted net gain of \$65,139. Actual net gain was better than budget by \$177,338, or 319%. Total revenues exceeded budget by \$262,241 (22.55%). Total expenses were slightly over budget by 4.9%, or \$54,519. The net gain is \$95,524 higher than last year. Strong performances from the Annual Meeting and Education are the main reasons for the large net gain.

Balance Sheet

As of the publishing of this report, Fiscal 2015 Balance Sheet Accounts have not been finalized. This is due to the late audit schedule, and the need to post complex inter-company transfer reflecting the SAA Foundation's starting values. Mann, Weitz, our audit partner, constructs this entry and it will be included in the October Financial Report.

Income Statement

For FY 2015 ending September 30, 2014, SAA posted a net gain of \$272,862, exceeding previous year performance by \$95,524 (54%) and budgeted performance by \$207,723 (319%). As noted above, the Annual Meeting and Education were the major contributors to the net gain. Membership continued its strong and steady performance. Publications sales did not meet last year's levels or budget. Expenses were under budget in all but four cost centers, as growth in Education resulted in slightly higher expenses and revenues than expected.

Specific points of interest are as follows:

Membership: Total Membership Income exceeded last year and budget by 7.30% and 5.07%, respectively, while Dues revenue exceeded last year and budget by 6.94% and 4.89%, respectively. The favorable variance to last year is encouraging, reflecting sustained incremental growth. Total expenses were 17.9% less than budget, largely a reflection of timing. Membership's net gain of \$205,114 exceeded last year by 9.95% and budget by 8.47%.

Periodicals: *American Archivist* subscription revenues exceeded last year by \$1,850 (27.88%), and ran ahead of budget by \$3,083 (57.08%). As of September 30, 2014, *Archival Outlook* advertising revenues are ahead of budget and last year by 36.7% and 37%, respectively. Across both publications, favorable variances in expenses continue to more than offset the unfavorable revenue variances. As September 30, 2014, the \$40,600 net loss in Periodicals is better than last year by \$2,300 (5.36%) and 11.89% better than budget.

Annual Meeting: The historic Joint Annual Meeting in Washington D.C. resulted in Revenues exceeding expectations by more than \$251,000, or 36.26%. As of September 30, 2014, the net gain was \$356,217, exceeding last year by \$173,747 (95.22%) and budget by \$219,124 (4%). With regard to revenues, we budgeted for 1,800 attendees and actual attendance exceeded 2,500.

Publications: Total revenues fell short of last year and budget by \$48,514 (42.85%) and \$32,204 (33.23%), respectively, leading to a net loss of \$19,764. Some of this variance is due to timing issues with the annual meeting sales, and increased expenses stemming from two publication being completed and their expenses booked to Cost of Goods Sold.

Education: Workshop revenues continue their strong performance in the first fiscal quarter of FY 2015, with total revenues exceeding last year and budget by \$23,212 (16.74%) and \$29,267 (22.06%), respectively. The net gain of \$19,727 was less than last year by 29.18%, largely due to timing issues with expenses, but was well ahead of budget by \$11,428 (137.68%).

Career Services: Total revenues exceeded last year and budget expectations. This continues the trend that began during the first half of FY 2013. The net gain of \$9,059 is \$179 (1.94%) less than last year and well ahead of budget by \$2,886 (46.74%).

G&A: Total expenses exceeded last year by 9.61%, and budget by 16.38%. This is due in part to substantially increased credit card fees resulting from the historic Joint Annual Meeting, some additional expense associated with the transition of the business function to a new staff member, and differences in timing between the budget and audit activity.

Governance: Total expenses were more than last year and budget by \$21,773 (68.46%) and \$8,144 (17.92%), respectively. This unfavorable variance is largely due the acceleration of expenses associated with the earlier date of the Council Meeting (November vs. January).

Advocacy: Total expenses are over budget by \$10,271 (36.84%), and well ahead of last year \$27,877 (236%), reflecting substantially increased staff effort dealing with new initiatives and moving the COPA meeting to July.

Society of American Archivists
Year-to-Date Financial Statements
September, 2014

Society of American Archivists
SAA Net Gain Or Loss By Cost Center
For the Three Months Ending September 30, 2014

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	09/30/14	09/30/13	09/30/14	\$ Variance	% Variance	\$ Variance	% Variance
Operations							
Membership	\$205,113.95	\$186,558.97	\$189,092.76	\$18,554.98	9.95%	\$16,021.19	8.47%
Annual Meeting	356,216.88	182,470.15	137,092.84	173,746.73	95.22%	219,124.04	159.84%
Publications	(19,763.95)	7,444.86	(16,545.01)	(27,208.81)	(365.47%)	(3,218.94)	19.46%
Education	19,727.00	27,835.88	8,299.74	(8,108.88)	(29.13%)	11,427.26	137.68%
Career Services	9,059.47	9,238.49	6,173.80	(179.02)	(1.94%)	2,885.67	46.74%
American Archivist	(20,410.90)	(19,928.04)	(23,611.49)	(482.86)	2.42%	3,200.59	(13.56%)
Archival Outlook	(20,189.15)	(22,972.13)	(22,466.38)	2,782.98	(12.11%)	2,277.23	(10.14%)
General & Administrative	(165,166.71)	(150,140.36)	(141,926.63)	(15,026.35)	10.01%	(23,240.08)	16.37%
Advocacy	(38,147.95)	(11,365.62)	(25,537.42)	(26,782.33)	235.64%	(12,610.53)	49.38%
Governance	(53,577.00)	(31,804.31)	(45,433.40)	(21,772.69)	68.46%	(8,143.60)	17.92%
Total Net Gain/(Loss)	272,861.64	177,337.89	65,138.81	95,523.75	53.87%	207,722.83	318.89%

Society of American Archivists
Income Statement by Cost Center
For the Three Months Ending September 30, 2014

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	09/30/14	09/30/13	09/30/14	\$ Variance	% Variance	\$ Variance	% Variance
Revenues							
Membership	\$228,051.41	\$212,530.00	\$217,038.84	\$15,521.41	7.30%	\$11,012.57	5.07%
Annual Meeting	944,449.64	658,144.46	693,131.03	286,305.18	43.50%	251,318.61	36.26%
Publications	64,699.69	113,213.55	96,904.04	(48,513.86)	(42.85%)	(32,204.35)	(33.23%)
Education	161,908.50	138,696.50	132,642.00	23,212.00	16.74%	29,266.50	22.06%
Career Services	15,162.85	14,651.53	14,175.00	511.32	3.49%	987.85	6.97%
American Archivist	1,187.50	1,324.01	37.50	(136.51)	(10.31%)	1,150.00	3,066.67%
Archival Outlook	8,910.00	6,109.50	6,000.00	2,800.50	45.84%	2,910.00	48.50%
General & Administrative	979.06	1,432.10	838.89	(453.04)	(31.63%)	140.17	16.71%
Total Revenues	1,425,348.65	1,146,101.65	1,163,107.30	279,247.00	24.36%	262,241.35	22.55%
Expenses							
Membership	22,937.46	25,971.03	27,946.08	(3,033.57)	(11.68%)	(5,008.62)	(17.92%)
Annual Meeting	588,232.76	475,674.31	556,038.19	112,558.45	23.66%	32,194.57	5.79%
Publications	84,463.64	105,768.69	113,449.05	(21,305.05)	(20.14%)	(28,985.41)	(25.55%)
Education	142,181.50	110,860.62	124,342.26	31,320.88	28.25%	17,839.24	14.35%
Career Services	6,103.38	5,413.04	8,001.20	690.34	12.75%	(1,897.82)	(23.72%)
American Archivist	21,598.40	21,252.05	23,648.99	346.35	1.63%	(2,050.59)	(8.67%)
Archival Outlook	29,099.15	29,081.63	28,466.38	17.52	0.06%	632.77	2.22%
General & Administrative	166,145.77	151,572.46	142,765.52	14,573.31	9.61%	23,380.25	16.38%
Advocacy	38,147.95	11,365.62	27,877.42	26,782.33	235.64%	10,270.53	36.84%
Governance	53,577.00	31,804.31	45,433.40	21,772.69	68.46%	8,143.60	17.92%
Total Expenses	1,152,487.01	968,763.76	1,097,968.49	183,723.25	18.96%	54,518.52	4.97%
Total Net Gain/(Loss)	272,861.64	177,337.89	65,138.81	95,523.75	53.87%	207,722.83	318.89%

Society of American Archivists
Consolidated Statement of Activities
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$227,093.41	\$212,350.00	\$216,513.84	\$14,743.41	6.94%	\$10,579.57	4.89%
Subscriptions & Advertising	33,670.35	36,229.53	30,675.00	(2,559.18)	(7.06%)	2,995.35	9.76%
Workshops	155,443.50	135,911.50	132,702.00	19,532.00	14.37%	22,741.50	17.14%
Annual Meeting	916,650.37	639,606.41	677,881.03	277,043.96	43.31%	238,769.34	35.22%
Publications & CD Sales	59,250.81	106,108.55	89,024.01	(46,857.74)	(44.16%)	(29,773.20)	(33.44%)
Contributions					0.00%		0.00%
Investments	979.06	632.10	838.89	346.96	54.89%	140.17	16.71%
Shipping, Handling, & Other	32,261.15	15,263.56	15,472.53	16,997.59	111.36%	16,788.62	108.51%
Total Income	1,425,348.65	1,146,101.65	1,163,107.30	279,247.00	24.36%	262,241.35	22.55%
Expenses							
Salaries, Wages, & Benefits	268,027.48	238,906.79	253,750.40	29,120.69	12.19%	14,277.08	5.63%
Office Occupancy & Utilities	25,543.03	24,174.15	24,035.31	1,368.88	5.66%	1,507.72	6.27%
Services	507,508.72	429,464.05	519,422.75	78,044.67	18.17%	(11,914.03)	(2.29%)
Supplies	10,324.78	10,120.87	7,401.66	203.91	2.01%	2,923.12	39.49%
Travel	61,514.95	28,980.96	57,640.00	32,533.99	112.26%	3,874.95	6.72%
Leases, Rentals, & Licenses	18,397.84	5,508.16	24,913.13	12,889.68	234.01%	(6,515.29)	(26.15%)
Taxes, Dues, & Subscriptions	44,351.77	5,754.22	7,316.00	38,597.55	670.77%	37,035.77	506.23%
Depreciation, Cost of Goods Sold & Other	216,818.44	225,854.56	203,489.24	(9,036.12)	(4.00%)	13,329.20	6.55%
Total Expenses	1,152,487.01	968,763.76	1,097,968.49	183,723.25	18.96%	54,518.52	4.97%
Net Gain or (Loss)	272,861.64	177,337.89	65,138.81	95,523.75	53.87%	207,722.83	318.89%

Society of American Archivists
 Membership and Periodicals
 For the Three Months Ending September 30, 2014

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	09/30/14	09/30/13	09/30/14	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$227,093.41	\$212,350.00	\$216,513.84	\$14,743.41	6.94%	\$10,579.57	4.89%
Subscriptions & Advertising	8,482.50	6,633.00	5,400.00	1,849.50	27.88%	3,082.50	57.08%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	2,573.00	980.51	1,162.50	1,592.49	162.41%	1,410.50	121.33%
Total Income	238,148.91	219,963.51	223,076.34	18,185.40	8.27%	15,072.57	6.76%
Expenses							
Salaries, Wages, & Benefits	32,901.16	30,838.92	30,964.09	2,062.24	6.69%	1,937.07	6.26%
Office Occupancy & Utilities	3,389.96	3,087.56	2,924.25	302.40	9.79%	465.71	15.93%
Services	35,937.07	35,374.00	39,801.53	563.07	1.59%	(3,864.46)	(9.71%)
Supplies	1,161.60	480.47	1,521.84	681.13	141.76%	(360.24)	(23.67%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	245.22	539.76	849.74	(294.54)	(54.57%)	(604.52)	(71.14%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		5,984.00	4,000.00	(5,984.00)	(100.00%)	(4,000.00)	(100.00%)
Total Expenses	73,635.01	76,304.71	80,061.45	(2,669.70)	(3.50%)	(6,426.44)	(8.03%)
Net Gain or (Loss)	164,513.90	143,658.80	143,014.89	20,855.10	14.52%	21,499.01	15.03%

Society of American Archivists
Membership
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$227,093.41	\$212,350.00	\$216,513.84	\$14,743.41	6.94%	\$10,579.57	4.89%
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					0.00%		0.00%
Shipping, Handling, & Other	<u>958.00</u>	<u>180.00</u>	<u>525.00</u>	<u>778.00</u>	<u>432.22%</u>	<u>433.00</u>	<u>82.48%</u>
Total Income	<u>228,051.41</u>	<u>212,530.00</u>	<u>217,038.84</u>	<u>15,521.41</u>	<u>7.30%</u>	<u>11,012.57</u>	<u>5.07%</u>
Expenses							
Salaries, Wages, & Benefits	14,614.39	13,995.26	15,916.87	619.13	4.42%	(1,302.48)	(8.18%)
Office Occupancy & Utilities	1,505.78	1,402.09	1,506.90	103.69	7.40%	(1.12)	(0.07%)
Services	5,546.96	4,142.71	4,709.70	1,404.25	33.90%	837.26	17.78%
Supplies	1,161.40	201.73	1,373.44	959.67	475.72%	(212.04)	(15.44%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	108.93	245.24	439.17	(136.31)	(55.58%)	(330.24)	(75.20%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		<u>5,984.00</u>	<u>4,000.00</u>	<u>(5,984.00)</u>	<u>(100.00%)</u>	<u>(4,000.00)</u>	<u>(100.00%)</u>
Total Expenses	<u>22,937.46</u>	<u>25,971.03</u>	<u>27,946.08</u>	<u>(3,033.57)</u>	<u>(11.68%)</u>	<u>(5,008.62)</u>	<u>(17.92%)</u>
Net Gain or (Loss)	<u>205,113.95</u>	<u>186,558.97</u>	<u>189,092.76</u>	<u>18,554.98</u>	<u>9.95%</u>	<u>16,021.19</u>	<u>8.47%</u>

Society of American Archivists
 Periodicals (AA & AO)
 For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	8,482.50	6,633.00	5,400.00	1,849.50	27.88%	3,082.50	57.08%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,615.00	800.51	637.50	814.49	101.75%	977.50	153.33%
Total Income	10,097.50	7,433.51	6,037.50	2,663.99	35.84%	4,060.00	67.25%
Expenses							
Salaries, Wages, & Benefits	18,286.77	16,843.66	15,047.22	1,443.11	8.57%	3,239.55	21.53%
Office Occupancy & Utilities	1,884.18	1,685.47	1,417.35	198.71	11.79%	466.83	32.94%
Services	30,390.11	31,231.29	35,091.83	(841.18)	(2.69%)	(4,701.72)	(13.40%)
Supplies	0.20	278.74	148.40	(278.54)	(99.93%)	(148.20)	(99.87%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	136.29	294.52	410.57	(158.23)	(53.72%)	(274.28)	(66.80%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	50,697.55	50,333.68	52,115.37	363.87	0.72%	(1,417.82)	(2.72%)
Net Gain or (Loss)	(40,600.05)	(42,900.17)	(46,077.87)	2,300.12	(5.36%)	5,477.82	(11.89%)

Society of American Archivists
American Archivist
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	1,097.50	1,243.50		(146.00)	(11.74%)	1,097.50	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					0.00%		0.00%
Shipping, Handling, & Other	90.00	80.51	37.50	9.49	11.79%	52.50	140.00%
Total Income	1,187.50	1,324.01	37.50	(136.51)	(10.31%)	1,150.00	3,066.67%
Expenses							
Salaries, Wages, & Benefits	8,318.99	7,501.81	6,375.54	817.18	10.89%	1,943.45	30.48%
Office Occupancy & Utilities	857.16	746.31	596.37	110.85	14.85%	260.79	43.73%
Services	12,360.15	12,718.92	16,451.87	(358.77)	(2.82%)	(4,091.72)	(24.87%)
Supplies	0.09	155.22	53.90	(155.13)	(99.94%)	(53.81)	(99.83%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	62.01	129.79	171.31	(67.78)	(52.22%)	(109.30)	(63.80%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	21,598.40	21,252.05	23,648.99	346.35	1.63%	(2,050.59)	(8.67%)
Net Gain or (Loss)	(20,410.90)	(19,928.04)	(23,611.49)	(482.86)	2.42%	3,200.59	(13.56%)

Society of American Archivists
Archival Outlook
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	7,385.00	5,389.50	5,400.00	1,995.50	37.03%	1,985.00	36.76%
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>1,525.00</u>	<u>720.00</u>	<u>600.00</u>	<u>805.00</u>	<u>111.81%</u>	<u>925.00</u>	<u>154.17%</u>
Total Income	<u>8,910.00</u>	<u>6,109.50</u>	<u>6,000.00</u>	<u>2,800.50</u>	<u>45.84%</u>	<u>2,910.00</u>	<u>48.50%</u>
Expenses							
Salaries, Wages, & Benefits	9,967.78	9,341.85	8,671.68	625.93	6.70%	1,296.10	14.95%
Office Occupancy & Utilities	1,027.02	939.16	820.98	87.86	9.36%	206.04	25.10%
Services	18,029.96	18,512.37	18,639.96	(482.41)	(2.61%)	(610.00)	(3.27%)
Supplies	0.11	123.52	94.50	(123.41)	(99.91%)	(94.39)	(99.88%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	74.28	164.73	239.26	(90.45)	(54.91%)	(164.98)	(68.95%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>29,099.15</u>	<u>29,081.63</u>	<u>28,466.38</u>	<u>17.52</u>	<u>0.06%</u>	<u>632.77</u>	<u>2.22%</u>
Net Gain or (Loss)	<u><u>(20,189.15)</u></u>	<u><u>(22,972.13)</u></u>	<u><u>(22,466.38)</u></u>	<u><u>2,782.98</u></u>	<u><u>(12.11%)</u></u>	<u><u>2,277.23</u></u>	<u><u>(10.14%)</u></u>

Society of American Archivists
Operational Revenue Centers
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	25,187.85	29,596.53	25,275.00	(4,408.68)	(14.90%)	(87.15)	(0.34%)
Workshops	155,443.50	135,911.50	130,362.00	19,532.00	14.37%	25,081.50	19.24%
Annual Meeting	916,650.37	639,606.41	677,881.03	277,043.96	43.31%	238,769.34	35.22%
Publications & CD Sales	59,250.81	106,108.55	89,024.01	(46,857.74)	(44.16%)	(29,773.20)	(33.44%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	29,688.15	13,483.05	14,310.03	16,205.10	120.19%	15,378.12	107.46%
Total Income	1,186,220.68	924,706.04	936,852.07	261,514.64	28.28%	249,368.61	26.62%
Expenses							
Salaries, Wages, & Benefits	111,639.74	129,891.74	139,976.44	(18,252.00)	(14.05%)	(28,336.70)	(20.24%)
Office Occupancy & Utilities	11,627.07	12,452.45	13,252.17	(825.38)	(6.63%)	(1,625.10)	(12.26%)
Services	396,664.10	318,299.88	396,711.90	78,364.22	24.62%	(47.80)	(0.01%)
Supplies	7,270.72	7,865.62	4,575.31	(594.90)	(7.56%)	2,695.41	58.91%
Travel	41,510.99	22,253.33	37,075.00	19,257.66	86.54%	4,435.99	11.96%
Leases, Rentals, & Licenses	17,134.47	3,336.53	22,117.07	13,797.94	413.54%	(4,982.60)	(22.53%)
Taxes, Dues, & Subscriptions	42,938.00	966.00		41,972.00	4,344.93%	42,938.00	0.00%
Depreciation, Cost of Goods Sold & Other	192,196.19	202,651.11	188,122.81	(10,454.92)	(5.16%)	4,073.38	2.17%
Total Expenses	820,981.28	697,716.66	801,830.70	123,264.62	17.67%	19,150.58	2.39%
Net Gain or (Loss)	365,239.40	226,989.38	135,021.37	138,250.02	60.91%	230,218.03	170.50%

Society of American Archivists
Annual Meeting
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	9,830.00	12,705.00	9,000.00	(2,875.00)	(22.63%)	830.00	9.22%
Workshops					0.00%		0.00%
Annual Meeting	916,650.37	639,606.41	677,881.03	277,043.96	43.31%	238,769.34	35.22%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>17,969.27</u>	<u>5,833.05</u>	<u>6,250.00</u>	<u>12,136.22</u>	<u>208.06%</u>	<u>11,719.27</u>	<u>187.51%</u>
Total Income	<u>944,449.64</u>	<u>658,144.46</u>	<u>693,131.03</u>	<u>286,305.18</u>	<u>43.50%</u>	<u>251,318.61</u>	<u>36.26%</u>
Expenses							
Salaries, Wages, & Benefits	41,745.00	66,053.27	65,681.36	(24,308.27)	(36.80%)	(23,936.36)	(36.44%)
Office Occupancy & Utilities	4,301.30	6,514.78	6,218.34	(2,213.48)	(33.98%)	(1,917.04)	(30.83%)
Services	309,526.64	237,442.52	310,568.16	72,084.12	30.36%	(1,041.52)	(0.34%)
Supplies	1,922.63	6,805.72	2,465.71	(4,883.09)	(71.75%)	(543.08)	(22.03%)
Travel	9,733.76	341.88	3,575.00	9,391.88	2,747.13%	6,158.76	172.27%
Leases, Rentals, & Licenses	13,556.10	1,125.03	16,557.21	12,431.07	1,104.95%	(3,001.11)	(18.13%)
Taxes, Dues, & Subscriptions	42,938.00			42,938.00	0.00%	42,938.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>164,509.33</u>	<u>157,391.11</u>	<u>150,972.41</u>	<u>7,118.22</u>	<u>4.52%</u>	<u>13,536.92</u>	<u>8.97%</u>
Total Expenses	<u>588,232.76</u>	<u>475,674.31</u>	<u>556,038.19</u>	<u>112,558.45</u>	<u>23.66%</u>	<u>32,194.57</u>	<u>5.79%</u>
Net Gain or (Loss)	<u>356,216.88</u>	<u>182,470.15</u>	<u>137,092.84</u>	<u>173,746.73</u>	<u>95.22%</u>	<u>219,124.04</u>	<u>159.84%</u>

Society of American Archivists
Annual Meeting - New Orleans 2013
For the Three Months Ending September 30, 2014

	<u>Year-To-Date</u> <u>09/30/14</u>	<u>Year-To-Date</u> <u>09/30/13</u>	<u>Budget</u> <u>09/30/14</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		12,705.00		(12,705.00)	(100.00%)		0.00%
Workshops					0.00%		0.00%
Annual Meeting		639,606.41		(639,606.41)	(100.00%)		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		5,833.05		(5,833.05)	(100.00%)		0.00%
Total Income		658,144.46		(658,144.46)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		60,433.41		(60,433.41)	(100.00%)		0.00%
Office Occupancy & Utilities		5,968.38		(5,968.38)	(100.00%)		0.00%
Services		236,509.76		(236,509.76)	(100.00%)		0.00%
Supplies		6,720.67		(6,720.67)	(100.00%)		0.00%
Travel		(486.62)		486.62	(100.00%)		0.00%
Leases, Rentals, & Licenses		1,031.79		(1,031.79)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		165,496.92		(165,496.92)	(100.00%)		0.00%
Total Expenses		475,674.31		(475,674.31)	(100.00%)		0.00%
Net Gain or (Loss)		182,470.15		(182,470.15)	(100.00%)		0.00%

Society of American Archivists
Annual Meeting - Washington 2014
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	9,830.00		9,000.00	9,830.00	0.00%	830.00	9.22%
Workshops					0.00%		0.00%
Annual Meeting	916,650.37		677,881.03	916,650.37	0.00%	238,769.34	35.22%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	17,969.27		6,250.00	17,969.27	0.00%	11,719.27	187.51%
Total Income	944,449.64		693,131.03	944,449.64	0.00%	251,318.61	36.26%
Expenses							
Salaries, Wages, & Benefits	41,745.00	3,862.05	61,809.82	37,882.95	980.90%	(20,064.82)	(32.46%)
Office Occupancy & Utilities	4,301.30	375.50	5,851.80	3,925.80	1,045.49%	(1,550.50)	(26.50%)
Services	304,642.81	793.42	306,041.96	303,849.39	38,296.16%	(1,399.15)	(0.46%)
Supplies	1,922.63	61.99	2,423.52	1,860.64	3,001.52%	(500.89)	(20.67%)
Travel	9,733.76	413.70	3,575.00	9,320.06	2,252.85%	6,158.76	172.27%
Leases, Rentals, & Licenses	10,056.10	64.06	16,450.39	9,992.04	15,597.94%	(6,394.29)	(38.87%)
Taxes, Dues, & Subscriptions	42,938.00			42,938.00	0.00%	42,938.00	0.00%
Depreciation, Cost of Goods Sold & Other	177,115.66	(5,570.72)	159,885.67	182,686.38	(3,279.40%)	17,229.99	10.78%
Total Expenses	592,455.26		556,038.16	592,455.26	0.00%	36,417.10	6.55%
Net Gain or (Loss)	351,994.38		137,092.87	351,994.38	0.00%	214,901.51	156.76%

Society of American Archivists
Annual Meeting - Cleveland 2015
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits		1,757.81	3,871.54	(1,757.81)	(100.00%)	(3,871.54)	(100.00%)
Office Occupancy & Utilities		170.90	366.54	(170.90)	(100.00%)	(366.54)	(100.00%)
Services	4,883.83	139.34	4,526.20	4,744.49	3,404.97%	357.63	7.90%
Supplies		23.06	42.19	(23.06)	(100.00%)	(42.19)	(100.00%)
Travel		414.80		(414.80)	(100.00%)		0.00%
Leases, Rentals, & Licenses	3,500.00	29.18	106.82	3,470.82	11,894.52%	3,393.18	3,176.54%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(12,606.33)	(2,535.09)	(8,913.26)	(10,071.24)	397.27%	(3,693.07)	41.43%
Total Expenses	(4,222.50)		0.03	(4,222.50)	0.00%	(4,222.53)	(14,075,100.00%)
Net Gain or (Loss)	4,222.50		(0.03)	4,222.50	0.00%	4,222.53	(14,075,100.00%)

Society of American Archivists
Publications
For the Three Months Ending September 30, 2014

	<u>Year-To-Date</u> <u>09/30/14</u>	<u>Year-To-Date</u> <u>09/30/13</u>	<u>Budget</u> <u>09/30/14</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	58,980.81	105,563.55	88,844.01	(46,582.74)	(44.13%)	(29,863.20)	(33.61%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>5,718.88</u>	<u>7,650.00</u>	<u>8,060.03</u>	<u>(1,931.12)</u>	<u>(25.24%)</u>	<u>(2,341.15)</u>	<u>(29.05%)</u>
Total Income	<u>64,699.69</u>	<u>113,213.55</u>	<u>96,904.04</u>	<u>(48,513.86)</u>	<u>(42.85%)</u>	<u>(32,204.35)</u>	<u>(33.23%)</u>
Expenses							
Salaries, Wages, & Benefits	17,487.40	18,536.96	23,142.80	(1,049.56)	(5.66%)	(5,655.40)	(24.44%)
Office Occupancy & Utilities	1,914.39	2,035.03	2,191.02	(120.64)	(5.93%)	(276.63)	(12.63%)
Services	28,645.02	36,069.29	42,509.10	(7,424.27)	(20.58%)	(13,864.08)	(32.61%)
Supplies	4,979.07	450.27	1,252.19	4,528.80	1,005.80%	3,726.88	297.63%
Travel	2,810.94	1,298.18	3,055.00	1,512.76	116.53%	(244.06)	(7.99%)
Leases, Rentals, & Licenses	939.96	1,152.96	4,148.54	(213.00)	(18.47%)	(3,208.58)	(77.34%)
Taxes, Dues, & Subscriptions		966.00		(966.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>27,686.86</u>	<u>45,260.00</u>	<u>37,150.40</u>	<u>(17,573.14)</u>	<u>(38.83%)</u>	<u>(9,463.54)</u>	<u>(25.47%)</u>
Total Expenses	<u>84,463.64</u>	<u>105,768.69</u>	<u>113,449.05</u>	<u>(21,305.05)</u>	<u>(20.14%)</u>	<u>(28,985.41)</u>	<u>(25.55%)</u>
Net Gain or (Loss)	<u>(19,763.95)</u>	<u>7,444.86</u>	<u>(16,545.01)</u>	<u>(27,208.81)</u>	<u>(365.47%)</u>	<u>(3,218.94)</u>	<u>19.46%</u>

Society of American Archivists
Education
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	195.00	2,240.00	2,100.00	(2,045.00)	(91.29%)	(1,905.00)	(90.71%)
Workshops	155,443.50	135,911.50	130,362.00	19,532.00	14.37%	25,081.50	19.24%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	270.00	545.00	180.00	(275.00)	(50.46%)	90.00	50.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,000.00			6,000.00	0.00%	6,000.00	0.00%
Total Income	161,908.50	138,696.50	132,642.00	23,212.00	16.74%	29,266.50	22.06%
Expenses							
Salaries, Wages, & Benefits	51,108.29	44,711.13	50,536.42	6,397.16	14.31%	571.87	1.13%
Office Occupancy & Utilities	5,277.52	3,843.68	4,784.52	1,433.84	37.30%	493.00	10.30%
Services	53,831.67	40,043.45	36,331.30	13,788.22	34.43%	17,500.37	48.17%
Supplies	369.01	600.83	850.69	(231.82)	(38.58%)	(481.68)	(56.62%)
Travel	28,966.29	20,613.27	30,445.00	8,353.02	40.52%	(1,478.71)	(4.86%)
Leases, Rentals, & Licenses	2,628.72	1,048.26	1,394.33	1,580.46	150.77%	1,234.39	88.53%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	142,181.50	110,860.62	124,342.26	31,320.88	28.25%	17,839.24	14.35%
Net Gain or (Loss)	19,727.00	27,835.88	8,299.74	(8,108.88)	(29.13%)	11,427.26	137.68%

Society of American Archivists
Career Services
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	15,162.85	14,651.53	14,175.00	511.32	3.49%	987.85	6.97%
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					0.00%		0.00%
Total Income	15,162.85	14,651.53	14,175.00	511.32	3.49%	987.85	6.97%
Expenses							
Salaries, Wages, & Benefits	1,299.05	590.38	615.86	708.67	120.04%	683.19	110.93%
Office Occupancy & Utilities	133.86	58.96	58.29	74.90	127.04%	75.57	129.64%
Services	4,660.77	4,744.62	7,303.34	(83.85)	(1.77%)	(2,642.57)	(36.18%)
Supplies	0.01	8.80	6.72	(8.79)	(99.89%)	(6.71)	(99.85%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	9.69	10.28	16.99	(0.59)	(5.74%)	(7.30)	(42.97%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	6,103.38	5,413.04	8,001.20	690.34	12.75%	(1,897.82)	(23.72%)
Net Gain or (Loss)	9,059.47	9,238.49	6,173.80	(179.02)	(1.94%)	2,885.67	46.74%

Society of American Archivists
Operational Expense Centers
For the Three Months Ending September 30, 2014

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	09/30/14	09/30/13	09/30/14	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			2,340.00		0.00%	(2,340.00)	(100.00%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments	979.06	632.10	838.89	346.96	54.89%	140.17	16.71%
Shipping, Handling, & Other		800.00		(800.00)	(100.00%)		0.00%
Total Income	979.06	1,432.10	3,178.89	(453.04)	(31.63%)	(2,199.83)	(69.20%)
Expenses							
Salaries, Wages, & Benefits	123,486.58	78,176.13	82,809.87	45,310.45	57.96%	40,676.71	49.12%
Office Occupancy & Utilities	10,526.00	8,634.14	7,858.89	1,891.86	21.91%	2,667.11	33.94%
Services	74,907.55	75,790.17	82,909.32	(882.62)	(1.16%)	(8,001.77)	(9.65%)
Supplies	1,892.46	1,774.78	1,304.51	117.68	6.63%	587.95	45.07%
Travel	20,003.96	6,727.63	20,565.00	13,276.33	197.34%	(561.04)	(2.73%)
Leases, Rentals, & Licenses	1,018.15	1,631.87	1,946.32	(613.72)	(37.61%)	(928.17)	(47.69%)
Taxes, Dues, & Subscriptions	1,413.77	4,788.22	7,316.00	(3,374.45)	(70.47%)	(5,902.23)	(80.68%)
Depreciation, Cost of Goods Sold & Other	24,622.25	17,219.45	11,366.43	7,402.80	42.99%	13,255.82	116.62%
Total Expenses	257,870.72	194,742.39	216,076.34	63,128.33	32.42%	41,794.38	19.34%
Net Gain or (Loss)	(256,891.66)	(193,310.29)	(212,897.45)	(63,581.37)	32.89%	(43,994.21)	20.66%

Society of American Archivists
General & Administrative
For the Three Months Ending September 30, 2014

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	09/30/14	09/30/13	09/30/14	\$ Variance	% Variance	\$ Variance	% Variance
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	979.06	632.10	838.89	346.96	54.89%	140.17	16.71%
Shipping, Handling, & Other		800.00		(800.00)	(100.00%)		0.00%
Total Income	979.06	1,432.10	838.89	(453.04)	(31.63%)	140.17	16.71%
Expenses							
Salaries, Wages, & Benefits	76,870.34	53,901.16	52,614.09	22,969.18	42.61%	24,256.25	46.10%
Office Occupancy & Utilities	5,618.05	5,646.26	5,000.13	(28.21)	(0.50%)	617.92	12.36%
Services	49,680.34	65,145.52	62,410.19	(15,465.18)	(23.74%)	(12,729.85)	(20.40%)
Supplies	1,659.95	1,327.02	975.49	332.93	25.09%	684.46	70.17%
Travel	7,174.12	6,220.64	8,740.00	953.48	15.33%	(1,565.88)	(17.92%)
Leases, Rentals, & Licenses	185.72	1,651.41	1,113.19	(1,465.69)	(88.75%)	(927.47)	(83.32%)
Taxes, Dues, & Subscriptions	335.00	461.00	546.00	(126.00)	(27.33%)	(211.00)	(38.64%)
Depreciation, Cost of Goods Sold & Other	24,622.25	17,219.45	11,366.43	7,402.80	42.99%	13,255.82	116.62%
Total Expenses	166,145.77	151,572.46	142,765.52	14,573.31	9.61%	23,380.25	16.38%
Net Gain or (Loss)	(165,166.71)	(150,140.36)	(141,926.63)	(15,026.35)	10.01%	(23,240.08)	16.37%

Society of American Archivists
Governance
For the Three Months Ending September 30, 2014

	<u>Year-To-Date 09/30/14</u>	<u>Year-To-Date 09/30/13</u>	<u>Budget 09/30/14</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	31,577.15	17,227.47	18,507.63	14,349.68	83.30%	13,069.52	70.62%
Office Occupancy & Utilities	3,358.40	2,282.66	1,752.18	1,075.74	47.13%	1,606.22	91.67%
Services	15,976.80	9,755.39	13,966.28	6,221.41	63.77%	2,010.52	14.40%
Supplies	207.23	347.35	201.67	(140.12)	(40.34%)	5.56	2.76%
Travel	808.30	506.99	6,225.00	301.31	59.43%	(5,416.70)	(87.02%)
Leases, Rentals, & Licenses	570.35	(142.77)	510.64	713.12	(499.49%)	59.71	11.69%
Taxes, Dues, & Subscriptions	1,078.77	1,827.22	4,270.00	(748.45)	(40.96%)	(3,191.23)	(74.74%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	53,577.00	31,804.31	45,433.40	21,772.69	68.46%	8,143.60	17.92%
Net Gain or (Loss)	(53,577.00)	(31,804.31)	(45,433.40)	(21,772.69)	68.46%	(8,143.60)	17.92%

Society of American Archivists
Advocacy
For the Three Months Ending September 30, 2014

	Year-To-Date 09/30/14	Year-To-Date 09/30/13	Budget 09/30/14	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			2,340.00		0.00%	(2,340.00)	(100.00%)
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					0.00%		0.00%
Total Income			2,340.00		0.00%	(2,340.00)	(100.00%)
Expenses							
Salaries, Wages, & Benefits	15,039.09	7,047.50	11,688.15	7,991.59	113.40%	3,350.94	28.67%
Office Occupancy & Utilities	1,549.55	705.22	1,106.58	844.33	119.73%	442.97	40.03%
Services	9,250.41	889.26	6,532.85	8,361.15	940.24%	2,717.56	41.60%
Supplies	25.28	100.41	127.35	(75.13)	(74.82%)	(102.07)	(80.15%)
Travel	12,021.54		5,600.00	12,021.54	0.00%	6,421.54	114.67%
Leases, Rentals, & Licenses	262.08	123.23	322.49	138.85	112.68%	(60.41)	(18.73%)
Taxes, Dues, & Subscriptions		2,500.00	2,500.00	(2,500.00)	(100.00%)	(2,500.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	38,147.95	11,365.62	27,877.42	26,782.33	235.64%	10,270.53	36.84%
Net Gain or (Loss)	(38,147.95)	(11,365.62)	(25,537.42)	(26,782.33)	235.64%	(12,610.53)	49.38%