

**Society of American Archivists
Council Meeting
November 5-7, 2017
Chicago, Illinois**

**Treasurer's Report: June FY 2017 Fiscal-Year-End
Financial Statements**

(Prepared by Cheryl Stadel-Bevans and Peter Carlson)

Overview

For the month ending June 30, 2017, SAA posted a net gain of \$39,285. This represents a favorable variance of 69.69%, as the budgeted gain for June was \$23,152. Total revenues for FY 2017 were lower than last year by \$45,613 (1.73%) and behind budget by \$217,103 (7.74%). Total expenses were higher than last year by \$101,183 (4.14%), and \$233,236 (8.39%) below budget. Careful expense management has more than offset revenue shortfalls.

Balance Sheet

Cash and Investments balances exceeded last year by \$231,440 (13.22%) and total deferred revenues are up considerably over last year (by \$233,079, or 21.90%). Membership deferred revenues are up by \$55,825, (11.05%) and Annual Meeting deferred revenues are up by \$182,379 (49.04%). Education deferred revenues are down compared to last year by \$12,434 (70.54%).

Income Statement

For the month ending June 30, 2017, SAA posted a net gain of \$39,285. This net gain is \$146,797 (78.89%) lower than last year but \$16,134 (69.69%) better than budget. Four cost centers—Membership, Career Services, *Archival Outlook*, and General and Administrative—have higher-than-budgeted revenues, and Annual Meeting revenues were just 1.03% lower than budget. Expenses are lower than budget across all cost centers except Governance and Annual Meeting (see below for details). Expenses overall are \$233,236 (8.39%) below budget.

Specific points of interest are as follows:

- **Membership:** Overall membership increased during May by 38 members (0.63%) and dues revenue exceeded last year and budget by 3.75% and 2.62%, respectively. Membership's net gain for June is better than last year and budget by \$29,790 (3.62%) and \$30,952 (3.77%), respectively. Deferred Revenues continued to be strong in June, exceeding last year by \$55,825 (11.05%). Total expenses were higher than last year by \$4,787 (4.81%) but lower than budget by \$6,568 (5.93%). The variance over last year is the result of increased staff costs compared with this time a year ago, and the variance with budget reflects shared utility, service, and supplies costs being slightly lower than budgeted.
- **Periodicals:** The Journal's net loss as of June 30 was \$68,733 (43.41%) greater than last year's deficit of \$47,926, and \$4,778 (6.5%) better than the budgeted net loss of \$73,511. The variance with last year is a result of the timing of expenses, as trailing costs from FY 2016 came in after

audit field work had started. *Archival Outlook's* net loss of \$110,694 is \$12,050 (9.82%) better than last year's deficit of \$122,743, and 2.95% higher than budgeted net loss of \$107,520. SAA staff successfully reduced production costs for the last three issues of FY 2107 coming close to budgeted performance by the end of the fiscal year.

- **Annual Meeting:** As of June 30, the Annual Meeting in Atlanta posted a net gain of \$203,517, below both last year and budget by \$32,592 (13.8%) and \$18,615 (8.38%), respectively. Total revenue was down by \$7,312 (1.03%), the result of CoSA sponsors reducing or eliminating exhibitor commitments and of lower-than-budgeted attendee registration (\$11,669 or 2.02% below budget). In the absence of well-devised contracts that helped reduce expenses based on performance, the Atlanta conference would have yielded even less in net revenue.
- **Publications:** As of June 30, Publications showed a net loss of \$26,159, which is 51.3% better than last year's net loss of \$53,715 and \$5,755 (28.2%) more than our budgeted net loss of \$20,404. Publications' total revenue as of June 30 exceeded last year by \$15,057 (7.64%) and fell short of budget by \$41,509 (16.36%). Increased expense factors and member perception that our prices are too high continue to drive down margins, though it appears that the steady decline in sales over the past several years has flattened out. In addition, during FY 2017 Publications promotions of slow moving titles reduced our liability for Inventory by more than \$19,000, returning \$13,000 to our bottom line.
- **Education:** Education posted a net loss of \$39,504 for the period ending June 30, 2017. This performance is \$117,194 (150.85%) lower than last year and \$55,408 short of the budgeted net gain of \$15,904. Overall, revenues for Education are down from last year and budget by \$70,776 (12.64%) and \$199,605 (28.97%), respectively. Expenditures in Education are higher than the previous year by \$46,418 (9.62%), but are \$144,196 (21.42%) lower than budget.
- **Career Services:** Career Services ended FY 2017 as SAA's third best-performing revenue center with a net gain of \$45,143. Although the net gain fell short of last year's performance by \$6,572 (12.71%), it was better than budget by \$4,729 (11.7%). Revenues are down \$12,132 (14.48%) from last year and \$3,645 (5.36%) better than budget.
- **General & Administrative:** Revenues on the investment of funds were 16.37% higher than budgeted and expenses are under budget by \$8,843 (1.68%).
- **Governance:** As of June 30, Governance posted a net loss of \$191,556, which is \$1,969 (1.04%) higher than budgeted. Marginal cost savings since August have kept this program in line with expectations, given the additional burdens on the budget of roundtable AV at the annual conference and underwriting of the ARL/SAA Mosaic Leadership activities at the Annual Meeting. The June statements show some of this expense being offset by ARL through a reimbursement of \$1,700.
- **Advocacy:** At June 30, 2017, the net loss in advocacy was \$120,623, greater than last year by \$3,020 (2.57%) and better than budget by \$49,910 (29.27%). The variance with budget reflects the fact that neither the Committee on Public Awareness nor the Committee on Public Policy met during FY 2107. A meeting of COPA was included in the FY18 Proposed Budget.

Society of American Archivists
Balance Sheet - Operations
Friday, June 30, 2017

	<u>Fiscal 2017</u>	<u>Fiscal 2016</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,982,624.78	\$1,751,184.36	\$231,440.42	13.22%
Accounts Receivable	24,837.15	19,323.78	5,513.37	28.53%
Equipment	37,661.27	42,548.48	(4,887.21)	(11.49%)
Deposits	12,695.59	10,617.55	2,078.04	19.57%
Inventory	108,781.23	93,254.50	15,526.73	16.65%
Prepaid Expenses	198,395.76	199,788.05	(1,392.29)	(0.70%)
Due From Foundation	431,829.66	384,703.68	47,125.98	12.25%
Cash Clearing		828.33	(828.33)	(100.00%)
Total Assets	<u><u>2,796,825.44</u></u>	<u><u>2,502,248.73</u></u>	<u><u>294,576.71</u></u>	<u><u>11.77%</u></u>
Liabilities				
Accounts Payable	24,386.82	40,166.08	(15,779.26)	(39.29%)
Salaries and Wages Payable	55,862.79	49,064.47	6,798.32	13.86%
Deferred Revenues				
Annual Meeting	554,297.00	371,918.00	182,379.00	49.04%
Subscriptions	49,558.50	49,220.25	338.25	0.69%
Membership	561,234.01	505,408.59	55,825.42	11.05%
Education	5,193.70	17,627.75	(12,434.05)	(70.54%)
Sponsors	25,700.00	23,099.00	2,601.00	11.26%
Advertising	9,121.00	9,230.00	(109.00)	(1.18%)
Exhibitors	90,700.00	86,290.00	4,410.00	5.11%
Consultants	1,551.00	1,482.88	68.12	4.59%
Total Deferred Revenues	<u>1,297,355.21</u>	<u>1,064,276.47</u>	<u>233,078.74</u>	<u>21.90%</u>
Due to Council-Directed Funds	624,716.11	439,497.11	185,219.00	42.14%
Due To Foundation	48,647.96	12,685.93	35,962.03	283.48%
Deferred Rent	2,278.94	6,185.90	(3,906.96)	(63.16%)
Total Liabilities	<u><u>2,053,247.83</u></u>	<u><u>1,611,875.96</u></u>	<u><u>441,371.87</u></u>	<u><u>27.38%</u></u>
Net Assets				
Fund Balance	704,292.19	704,290.77	1.42	0.00%
Net Gain or Loss	39,285.42	186,082.00	(146,796.58)	(78.89%)
Total Net Assets	<u><u>743,577.61</u></u>	<u><u>890,372.77</u></u>	<u><u>(146,795.16)</u></u>	<u><u>(16.49%)</u></u>
Total Liabilities and Net Assets	<u><u>2,796,825.44</u></u>	<u><u>2,502,248.73</u></u>	<u><u>294,576.71</u></u>	<u><u>11.77%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</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	\$852,133.02	\$822,342.85	\$821,180.94	\$29,790.17	3.62%	\$30,952.08	3.77%
Annual Meeting	203,517.19	236,109.06	222,132.09	(32,591.87)	(13.80%)	(18,614.90)	(8.38%)
Publications	(26,159.28)	(53,715.04)	(20,404.48)	27,555.76	(51.30%)	(5,754.80)	28.20%
Education	(39,504.13)	77,690.05	15,904.16	(117,194.18)	(150.85%)	(55,408.29)	(348.39%)
Career Services	45,142.55	51,714.29	40,413.61	(6,571.74)	(12.71%)	4,728.94	11.70%
American Archivist	(68,733.06)	(47,926.37)	(73,510.90)	(20,806.69)	43.41%	4,777.84	(6.50%)
Archival Outlook	(110,693.59)	(122,743.38)	(107,519.93)	12,049.79	(9.82%)	(3,173.66)	2.95%
General & Administrative	(504,238.42)	(475,437.92)	(514,923.25)	(28,800.50)	6.06%	10,684.83	(2.08%)
Advocacy	(120,622.99)	(117,603.36)	(170,533.33)	(3,019.63)	2.57%	49,910.34	(29.27%)
Governance	(191,555.87)	(184,348.18)	(189,587.01)	(7,207.69)	3.91%	(1,968.86)	1.04%
Total Net Gain/(Loss)	<u>39,285.42</u>	<u>186,082.00</u>	<u>23,151.90</u>	<u>(146,796.58)</u>	<u>(78.89%)</u>	<u>16,133.52</u>	<u>69.69%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$956,400.58	\$921,823.15	\$932,016.37	\$34,577.43	3.75%	\$24,384.21	2.62%
Annual Meeting	699,878.48	725,318.85	707,190.20	(25,440.37)	(3.51%)	(7,311.72)	(1.03%)
Publications	212,179.11	197,122.44	253,688.48	15,056.67	7.64%	(41,509.37)	(16.36%)
Education	489,363.33	560,139.61	688,968.02	(70,776.28)	(12.64%)	(199,604.69)	(28.97%)
Career Services	71,644.68	83,776.87	67,999.98	(12,132.19)	(14.48%)	3,644.70	5.36%
American Archivist	107,653.21	105,666.71	107,852.50	1,986.50	1.88%	(199.29)	(0.18%)
Archival Outlook	35,952.41	26,593.20	34,300.02	9,359.21	35.19%	1,652.39	4.82%
General & Administrative	13,086.93	10,440.60	11,246.00	2,646.33	25.35%	1,840.93	16.37%
Advocacy		890.56		(890.56)	(100.00%)		0.00%
Total Revenues	<u>2,586,158.73</u>	<u>2,631,771.99</u>	<u>2,803,261.57</u>	<u>(45,613.26)</u>	<u>(1.73%)</u>	<u>(217,102.84)</u>	<u>(7.74%)</u>
Expenses							
Membership	104,267.56	99,480.30	110,835.43	4,787.26	4.81%	(6,567.87)	(5.93%)
Annual Meeting	496,361.29	489,209.79	485,058.11	7,151.50	1.46%	11,303.18	2.33%
Publications	238,338.39	250,837.48	274,092.96	(12,499.09)	(4.98%)	(35,754.57)	(13.04%)
Education	528,867.46	482,449.56	673,063.86	46,417.90	9.62%	(144,196.40)	(21.42%)
Career Services	26,502.13	32,062.58	27,586.37	(5,560.45)	(17.34%)	(1,084.24)	(3.93%)
American Archivist	176,386.27	153,593.08	181,363.40	22,793.19	14.84%	(4,977.13)	(2.74%)
Archival Outlook	146,646.00	149,336.58	141,819.95	(2,690.58)	(1.80%)	4,826.05	3.40%
General & Administrative	517,325.35	485,878.52	526,169.25	31,446.83	6.47%	(8,843.90)	(1.68%)
Advocacy	120,622.99	118,493.92	170,533.33	2,129.07	1.80%	(49,910.34)	(29.27%)
Governance	191,555.87	184,348.18	189,587.01	7,207.69	3.91%	1,968.86	1.04%
Total Expenses	<u>2,546,873.31</u>	<u>2,445,689.99</u>	<u>2,780,109.67</u>	<u>101,183.32</u>	<u>4.14%</u>	<u>(233,236.36)</u>	<u>(8.39%)</u>
Total Net Gain/(Loss)	<u>39,285.42</u>	<u>186,082.00</u>	<u>23,151.90</u>	<u>(146,796.58)</u>	<u>(78.89%)</u>	<u>16,133.52</u>	<u>69.69%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$955,428.58	\$920,772.95	\$931,016.41	\$34,655.63	3.76%	\$24,412.17	2.62%
Subscriptions & Advertising	212,900.34	220,476.24	211,167.98	(7,575.90)	(3.44%)	1,732.36	0.82%
Workshops	486,845.33	557,422.19	685,228.02	(70,576.86)	(12.66%)	(198,382.69)	(28.95%)
Annual Meeting	672,370.23	711,318.85	699,690.20	(38,948.62)	(5.48%)	(27,319.97)	(3.90%)
Publications & CD Sales	177,973.25	169,160.72	213,425.55	8,812.53	5.21%	(35,452.30)	(16.61%)
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	13,014.56	8,505.10	11,246.00	4,509.46	53.02%	1,768.56	15.73%
Shipping, Handling, & Other	67,606.44	44,115.94	51,487.41	23,490.50	53.25%	16,119.03	31.31%
Total Income	<u>2,586,158.73</u>	<u>2,631,771.99</u>	<u>2,803,261.57</u>	<u>(45,613.26)</u>	<u>(1.73%)</u>	<u>(217,102.84)</u>	<u>(7.74%)</u>
Expenses							
Salaries, Wages, & Benefits	1,070,917.80	997,289.30	1,073,539.47	73,628.50	7.38%	(2,621.67)	(0.24%)
Office Occupancy & Utilities	103,454.95	101,300.73	110,069.15	2,154.22	2.13%	(6,614.20)	(6.01%)
Services	1,037,724.45	954,389.66	1,101,874.49	83,334.79	8.73%	(64,150.04)	(5.82%)
Supplies	15,650.08	23,313.54	15,010.93	(7,663.46)	(32.87%)	639.15	4.26%
Travel	156,441.27	168,029.67	243,665.32	(11,588.40)	(6.90%)	(87,224.05)	(35.80%)
Leases, Rentals, & Licenses	39,516.84	40,053.35	49,985.12	(536.51)	(1.34%)	(10,468.28)	(20.94%)
Taxes, Dues, & Subscriptions	44,908.42	33,726.68	41,015.00	11,181.74	33.15%	3,893.42	9.49%
Depreciation, Cost of Goods Sold & Other	78,259.50	127,587.06	144,950.19	(49,327.56)	(38.66%)	(66,690.69)	(46.01%)
Total Expenses	<u>2,546,873.31</u>	<u>2,445,689.99</u>	<u>2,780,109.67</u>	<u>101,183.32</u>	<u>4.14%</u>	<u>(233,236.36)</u>	<u>(8.39%)</u>
Net Gain or (Loss)	<u>39,285.42</u>	<u>186,082.00</u>	<u>23,151.90</u>	<u>(146,796.58)</u>	<u>(78.89%)</u>	<u>16,133.52</u>	<u>69.69%</u>

Society of American Archivists
Membership and Periodicals
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$955,428.58	\$920,772.95	\$931,016.41	\$34,655.63	3.76%	\$24,412.17	2.62%
Subscriptions & Advertising	133,972.66	120,606.95	132,168.00	13,365.71	11.08%	1,804.66	1.37%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	10,604.96	12,703.16	10,984.48	(2,098.20)	(16.52%)	(379.52)	(3.46%)
Total Income	<u>1,100,006.20</u>	<u>1,054,083.06</u>	<u>1,074,168.89</u>	<u>45,923.14</u>	<u>4.36%</u>	<u>25,837.31</u>	<u>2.41%</u>
Expenses							
Salaries, Wages, & Benefits	167,951.98	155,132.56	169,653.86	12,819.42	8.26%	(1,701.88)	(1.00%)
Office Occupancy & Utilities	15,928.67	15,494.09	17,355.41	434.58	2.80%	(1,426.74)	(8.22%)
Services	237,378.81	221,606.11	232,171.00	15,772.70	7.12%	5,207.81	2.24%
Supplies	499.89	7,341.28	2,947.19	(6,841.39)	(93.19%)	(2,447.30)	(83.04%)
Travel		476.03		(476.03)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,071.28	2,359.89	4,426.64	(288.61)	(12.23%)	(2,355.36)	(53.21%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other	3,434.20		6,969.68	3,434.20	0.00%	(3,535.48)	(50.73%)
Total Expenses	<u>427,299.83</u>	<u>402,409.96</u>	<u>434,018.78</u>	<u>24,889.87</u>	<u>6.19%</u>	<u>(6,718.95)</u>	<u>(1.55%)</u>
Net Gain or (Loss)	<u>672,706.37</u>	<u>651,673.10</u>	<u>640,150.11</u>	<u>21,033.27</u>	<u>3.23%</u>	<u>32,556.26</u>	<u>5.09%</u>

Society of American Archivists
Membership
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$955,428.58	\$920,772.95	\$931,016.41	\$34,655.63	3.76%	\$24,412.17	2.62%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>972.00</u>	<u>1,050.20</u>	<u>999.96</u>	<u>(78.20)</u>	<u>(7.45%)</u>	<u>(27.96)</u>	<u>(2.80%)</u>
Total Income	<u>956,400.58</u>	<u>921,823.15</u>	<u>932,016.37</u>	<u>34,577.43</u>	<u>3.75%</u>	<u>24,384.21</u>	<u>2.62%</u>
Expenses							
Salaries, Wages, & Benefits	82,063.50	75,690.33	82,866.05	6,373.17	8.42%	(802.55)	(0.97%)
Office Occupancy & Utilities	7,754.28	7,556.62	8,469.17	197.66	2.62%	(714.89)	(8.44%)
Services	9,529.73	7,614.45	8,035.76	1,915.28	25.15%	1,493.97	18.59%
Supplies	474.77	7,190.29	2,333.33	(6,715.52)	(93.40%)	(1,858.56)	(79.65%)
Travel		288.93		(288.93)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,011.08	1,139.68	2,161.44	(128.60)	(11.28%)	(1,150.36)	(53.22%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>3,434.20</u>		<u>6,969.68</u>	<u>3,434.20</u>	<u>0.00%</u>	<u>(3,535.48)</u>	<u>(50.73%)</u>
Total Expenses	<u>104,267.56</u>	<u>99,480.30</u>	<u>110,835.43</u>	<u>4,787.26</u>	<u>4.81%</u>	<u>(6,567.87)</u>	<u>(5.93%)</u>
Net Gain or (Loss)	<u>852,133.02</u>	<u>822,342.85</u>	<u>821,180.94</u>	<u>29,790.17</u>	<u>3.62%</u>	<u>30,952.08</u>	<u>3.77%</u>

Society of American Archivists
Periodicals (AA & AO)
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	133,972.66	120,606.95	132,168.00	13,365.71	11.08%	1,804.66	1.37%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,632.96	11,652.96	9,984.52	(2,020.00)	(17.33%)	(351.56)	(3.52%)
Total Income	<u>143,605.62</u>	<u>132,259.91</u>	<u>142,152.52</u>	<u>11,345.71</u>	<u>8.58%</u>	<u>1,453.10</u>	<u>1.02%</u>
Expenses							
Salaries, Wages, & Benefits	85,888.48	79,442.23	86,787.81	6,446.25	8.11%	(899.33)	(1.04%)
Office Occupancy & Utilities	8,174.39	7,937.47	8,886.24	236.92	2.98%	(711.85)	(8.01%)
Services	227,849.08	213,991.66	224,135.24	13,857.42	6.48%	3,713.84	1.66%
Supplies	25.12	150.99	613.86	(125.87)	(83.36%)	(588.74)	(95.91%)
Travel		187.10		(187.10)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,060.20	1,220.21	2,265.20	(160.01)	(13.11%)	(1,205.00)	(53.20%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>323,032.27</u>	<u>302,929.66</u>	<u>323,183.35</u>	<u>20,102.61</u>	<u>6.64%</u>	<u>(151.08)</u>	<u>(0.05%)</u>
Net Gain or (Loss)	<u>(179,426.65)</u>	<u>(170,669.75)</u>	<u>(181,030.83)</u>	<u>(8,756.90)</u>	<u>5.13%</u>	<u>1,604.18</u>	<u>(0.89%)</u>

Society of American Archivists
American Archivist
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	100,280.25	98,323.75	99,768.00	1,956.50	1.99%	512.25	0.51%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	7,372.96	7,342.96	8,084.50	30.00	0.41%	(711.54)	(8.80%)
Total Income	<u>107,653.21</u>	<u>105,666.71</u>	<u>107,852.50</u>	<u>1,986.50</u>	<u>1.88%</u>	<u>(199.29)</u>	<u>(0.18%)</u>
Expenses							
Salaries, Wages, & Benefits	41,248.33	37,645.59	41,657.40	3,602.74	9.57%	(409.07)	(0.98%)
Office Occupancy & Utilities	3,940.21	3,762.64	4,271.10	177.57	4.72%	(330.89)	(7.75%)
Services	130,677.81	111,527.49	134,044.25	19,150.32	17.17%	(3,366.44)	(2.51%)
Supplies	10.36		296.73	10.36	0.00%	(286.37)	(96.51%)
Travel		72.10		(72.10)	(100.00%)		0.00%
Leases, Rentals, & Licenses	509.56	585.26	1,093.92	(75.70)	(12.93%)	(584.36)	(53.42%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>176,386.27</u>	<u>153,593.08</u>	<u>181,363.40</u>	<u>22,793.19</u>	<u>14.84%</u>	<u>(4,977.13)</u>	<u>(2.74%)</u>
Net Gain or (Loss)	<u>(68,733.06)</u>	<u>(47,926.37)</u>	<u>(73,510.90)</u>	<u>(20,806.69)</u>	<u>43.41%</u>	<u>4,777.84</u>	<u>(6.50%)</u>

Society of American Archivists
Archival Outlook
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	33,692.41	22,283.20	32,400.00	11,409.21	51.20%	1,292.41	3.99%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>2,260.00</u>	<u>4,310.00</u>	<u>1,900.02</u>	<u>(2,050.00)</u>	<u>(47.56%)</u>	<u>359.98</u>	<u>18.95%</u>
Total Income	<u>35,952.41</u>	<u>26,593.20</u>	<u>34,300.02</u>	<u>9,359.21</u>	<u>35.19%</u>	<u>1,652.39</u>	<u>4.82%</u>
Expenses							
Salaries, Wages, & Benefits	44,640.15	41,796.64	45,130.41	2,843.51	6.80%	(490.26)	(1.09%)
Office Occupancy & Utilities	4,234.18	4,174.83	4,615.14	59.35	1.42%	(380.96)	(8.25%)
Services	97,171.27	102,464.17	90,090.99	(5,292.90)	(5.17%)	7,080.28	7.86%
Supplies	14.76	150.99	317.13	(136.23)	(90.22%)	(302.37)	(95.35%)
Travel		115.00		(115.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	550.64	634.95	1,171.28	(84.31)	(13.28%)	(620.64)	(52.99%)
Taxes, Dues, & Subscriptions	35.00		495.00	35.00	0.00%	(460.00)	(92.93%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>146,646.00</u>	<u>149,336.58</u>	<u>141,819.95</u>	<u>(2,690.58)</u>	<u>(1.80%)</u>	<u>4,826.05</u>	<u>3.40%</u>
Net Gain or (Loss)	<u>(110,693.59)</u>	<u>(122,743.38)</u>	<u>(107,519.93)</u>	<u>12,049.79</u>	<u>(9.82%)</u>	<u>(3,173.66)</u>	<u>2.95%</u>

Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	78,927.68	99,869.29	78,999.98	(20,941.61)	(20.97%)	(72.30)	(0.09%)
Workshops	486,845.33	557,422.19	685,228.02	(70,576.86)	(12.66%)	(198,382.69)	(28.95%)
Annual Meeting	672,370.23	711,318.85	699,690.20	(38,948.62)	(5.48%)	(27,319.97)	(3.90%)
Publications & CD Sales	177,973.25	169,160.72	213,425.55	8,812.53	5.21%	(35,452.30)	(16.61%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	56,949.11	28,586.72	40,502.93	28,362.39	99.22%	16,446.18	40.60%
Total Income	<u>1,473,065.60</u>	<u>1,566,357.77</u>	<u>1,717,846.68</u>	<u>(93,292.17)</u>	<u>(5.96%)</u>	<u>(244,781.08)</u>	<u>(14.25%)</u>
Expenses							
Salaries, Wages, & Benefits	468,571.40	433,857.78	475,504.98	34,713.62	8.00%	(6,933.58)	(1.46%)
Office Occupancy & Utilities	46,147.61	45,062.87	48,803.19	1,084.74	2.41%	(2,655.58)	(5.44%)
Services	591,135.15	529,956.78	630,644.67	61,178.37	11.54%	(39,509.52)	(6.26%)
Supplies	9,569.35	10,005.11	7,587.61	(435.76)	(4.36%)	1,981.74	26.12%
Travel	108,805.04	116,533.95	170,636.32	(7,728.91)	(6.63%)	(61,831.28)	(36.24%)
Leases, Rentals, & Licenses	31,671.31	30,470.05	36,364.42	1,201.26	3.94%	(4,693.11)	(12.91%)
Taxes, Dues, & Subscriptions	16,735.00	7,477.12	15,000.00	9,257.88	123.82%	1,735.00	11.57%
Depreciation, Cost of Goods Sold & Other	17,434.41	81,195.75	75,260.11	(63,761.34)	(78.53%)	(57,825.70)	(76.83%)
Total Expenses	<u>1,290,069.27</u>	<u>1,254,559.41</u>	<u>1,459,801.30</u>	<u>35,509.86</u>	<u>2.83%</u>	<u>(169,732.03)</u>	<u>(11.63%)</u>
Net Gain or (Loss)	<u>182,996.33</u>	<u>311,798.36</u>	<u>258,045.38</u>	<u>(128,802.03)</u>	<u>(41.31%)</u>	<u>(75,049.05)</u>	<u>(29.08%)</u>

**Society of American Archivists
Annual Meeting
For the Twelve Months Ending Friday, June 30, 2017**

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	7,283.00	13,600.00	7,500.00	(6,317.00)	(46.45%)	(217.00)	(2.89%)
Workshops					0.00%		0.00%
Annual Meeting	672,370.23	711,318.85	699,690.20	(38,948.62)	(5.48%)	(27,319.97)	(3.90%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,225.25	400.00		19,825.25	4,956.31%	20,225.25	0.00%
Total Income	<u>699,878.48</u>	<u>725,318.85</u>	<u>707,190.20</u>	<u>(25,440.37)</u>	<u>(3.51%)</u>	<u>(7,311.72)</u>	<u>(1.03%)</u>
Expenses							
Salaries, Wages, & Benefits	132,379.15	133,995.12	135,124.48	(1,615.97)	(1.21%)	(2,745.33)	(2.03%)
Office Occupancy & Utilities	12,822.37	13,524.65	14,021.34	(702.28)	(5.19%)	(1,198.97)	(8.55%)
Services	318,324.21	268,408.06	278,741.35	49,916.15	18.60%	39,582.86	14.20%
Supplies	4,185.92	2,957.80	2,080.23	1,228.12	41.52%	2,105.69	101.22%
Travel	11,450.64	12,057.46	14,360.00	(606.82)	(5.03%)	(2,909.36)	(20.26%)
Leases, Rentals, & Licenses	19,376.20	18,055.47	19,498.42	1,320.73	7.31%	(122.22)	(0.63%)
Taxes, Dues, & Subscriptions	16,675.00	5,145.00	15,000.00	11,530.00	224.10%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	(18,852.20)	35,066.23	6,232.29	(53,918.43)	(153.76%)	(25,084.49)	(402.49%)
Total Expenses	<u>496,361.29</u>	<u>489,209.79</u>	<u>485,058.11</u>	<u>7,151.50</u>	<u>1.46%</u>	<u>11,303.18</u>	<u>2.33%</u>
Net Gain or (Loss)	<u>203,517.19</u>	<u>236,109.06</u>	<u>222,132.09</u>	<u>(32,591.87)</u>	<u>(13.80%)</u>	<u>(18,614.90)</u>	<u>(8.38%)</u>

**Society of American Archivists
Annual Meeting - Cleveland 2015
For the Twelve Months Ending Friday, June 30, 2017**

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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		13,600.00		(13,600.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		711,318.85		(711,318.85)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
Total Income		<u>725,318.85</u>		<u>(725,318.85)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		44,580.18		(44,580.18)	(100.00%)		0.00%
Office Occupancy & Utilities		4,920.86		(4,920.86)	(100.00%)		0.00%
Services		200,755.90		(200,755.90)	(100.00%)		0.00%
Supplies		395.72		(395.72)	(100.00%)		0.00%
Travel		3,061.05		(3,061.05)	(100.00%)		0.00%
Leases, Rentals, & Licenses		16,745.59		(16,745.59)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		5,145.00		(5,145.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		213,605.49		(213,605.49)	(100.00%)		0.00%
Total Expenses		<u>489,209.79</u>		<u>(489,209.79)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>236,109.06</u>		<u>(236,109.06)</u>	<u>(100.00%)</u>		<u>0.00%</u>

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	7,283.00		7,500.00	7,283.00	0.00%	(217.00)	(2.89%)
Workshops							
Annual Meeting	672,370.23		699,690.20	672,370.23	0.00%	(27,319.97)	(3.90%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	20,225.25			20,225.25	0.00%	20,225.25	0.00%
Total Income	<u>699,878.48</u>		<u>707,190.20</u>	<u>699,878.48</u>	<u>0.00%</u>	<u>(7,311.72)</u>	<u>(1.03%)</u>
Expenses							
Salaries, Wages, & Benefits	45,991.40	87,051.57	48,334.06	(41,060.17)	(47.17%)	(2,342.66)	(4.85%)
Office Occupancy & Utilities	4,678.73	8,380.25	5,018.94	(3,701.52)	(44.17%)	(340.21)	(6.78%)
Services	254,537.99	67,470.10	221,783.86	187,067.89	277.26%	32,754.13	14.77%
Supplies	3,928.33	2,562.08	1,454.19	1,366.25	53.33%	2,474.14	170.14%
Travel	3,380.59	8,194.95	4,130.00	(4,814.36)	(58.75%)	(749.41)	(18.15%)
Leases, Rentals, & Licenses	15,602.82	1,275.75	16,337.07	14,327.07	1,123.03%	(734.25)	(4.49%)
Taxes, Dues, & Subscriptions	16,675.00		15,000.00	16,675.00	0.00%	1,675.00	11.17%
Depreciation, Cost of Goods Sold & Other	151,566.43	(174,934.70)	173,000.00	326,501.13	(186.64%)	(21,433.57)	(12.39%)
Total Expenses	<u>496,361.29</u>		<u>485,058.12</u>	<u>496,361.29</u>	<u>0.00%</u>	<u>11,303.17</u>	<u>2.33%</u>
Net Gain or (Loss)	<u>203,517.19</u>		<u>222,132.08</u>	<u>203,517.19</u>	<u>0.00%</u>	<u>(18,614.89)</u>	<u>(8.38%)</u>

Society of American Archivists
Annual Meeting - Portland 2017
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising					0.00%		0.00%
Workshops							
Annual Meeting					0.00%		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	83,582.70	2,363.37	83,937.73	81,219.33	3,436.59%	(355.03)	(0.42%)
Office Occupancy & Utilities	7,876.49	223.54	8,532.66	7,652.95	3,423.53%	(656.17)	(7.69%)
Services	63,614.63	182.06	56,061.78	63,432.57	34,841.57%	7,552.85	13.47%
Supplies	256.77		608.46	256.77	0.00%	(351.69)	(57.80%)
Travel	8,070.05	801.46	10,230.00	7,268.59	906.92%	(2,159.95)	(21.11%)
Leases, Rentals, & Licenses	3,738.49	34.13	2,068.83	3,704.36	10,853.68%	1,669.66	80.71%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(167,139.13)	(3,604.56)	(161,439.49)	(163,534.57)	4,536.88%	(5,699.64)	3.53%
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
Annual Meeting - Washington 2018
For the Twelve Months Ending Friday, June 30, 2017**

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	2,805.05		2,852.69	2,805.05	0.00%	(47.64)	(1.67%)
Office Occupancy & Utilities	267.15		469.74	267.15	0.00%	(202.59)	(43.13%)
Services	171.59		895.71	171.59	0.00%	(724.12)	(80.84%)
Supplies	0.82		17.58	0.82	0.00%	(16.76)	(95.34%)
Travel							
Leases, Rentals, & Licenses	34.89		1,092.52	34.89	0.00%	(1,057.63)	(96.81%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,279.50)		(5,328.22)	(3,279.50)	0.00%	2,048.72	(38.45%)
Total Expenses			0.02		0.00%	(0.02)	(100.00%)
Net Gain or (Loss)			(0.02)		0.00%	0.02	(100.00%)

Society of American Archivists
Publications
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Budget Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	177,878.25	168,935.72	213,185.55	8,942.53	5.29%	(35,307.30)	(16.56%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>34,300.86</u>	<u>28,186.72</u>	<u>40,502.93</u>	<u>6,114.14</u>	<u>21.69%</u>	<u>(6,202.07)</u>	<u>(15.31%)</u>
Total Income	<u>212,179.11</u>	<u>197,122.44</u>	<u>253,688.48</u>	<u>15,056.67</u>	<u>7.64%</u>	<u>(41,509.37)</u>	<u>(16.36%)</u>
Expenses							
Salaries, Wages, & Benefits	82,678.09	78,235.72	84,025.10	4,442.37	5.68%	(1,347.01)	(1.60%)
Office Occupancy & Utilities	8,391.85	8,551.42	8,595.67	(159.57)	(1.87%)	(203.82)	(2.37%)
Services	89,951.27	88,475.48	95,111.28	1,475.79	1.67%	(5,160.01)	(5.43%)
Supplies	3,937.39	5,107.91	586.31	(1,170.52)	(22.92%)	3,351.08	571.55%
Travel	8,560.44	12,965.22	7,565.40	(4,404.78)	(33.97%)	995.04	13.15%
Leases, Rentals, & Licenses	8,472.74	9,040.09	9,181.38	(567.35)	(6.28%)	(708.64)	(7.72%)
Taxes, Dues, & Subscriptions	60.00	2,332.12		(2,272.12)	(97.43%)	60.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>36,286.61</u>	<u>46,129.52</u>	<u>69,027.82</u>	<u>(9,842.91)</u>	<u>(21.34%)</u>	<u>(32,741.21)</u>	<u>(47.43%)</u>
Total Expenses	<u>238,338.39</u>	<u>250,837.48</u>	<u>274,092.96</u>	<u>(12,499.09)</u>	<u>(4.98%)</u>	<u>(35,754.57)</u>	<u>(13.04%)</u>
Net Gain or (Loss)	<u>(26,159.28)</u>	<u>(53,715.04)</u>	<u>(20,404.48)</u>	<u>27,555.76</u>	<u>(51.30%)</u>	<u>(5,754.80)</u>	<u>28.20%</u>

Society of American Archivists
Education
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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		2,492.42	3,500.00	(2,492.42)	(100.00%)	(3,500.00)	(100.00%)
Workshops	486,845.33	557,422.19	685,228.02	(70,576.86)	(12.66%)	(198,382.69)	(28.95%)
Annual Meeting							
Publications & CD Sales	95.00	225.00	240.00	(130.00)	(57.78%)	(145.00)	(60.42%)
Contributions							
Investments							
Shipping, Handling, & Other	2,423.00			2,423.00	0.00%	2,423.00	0.00%
Total Income	<u>489,363.33</u>	<u>560,139.61</u>	<u>688,968.02</u>	<u>(70,776.28)</u>	<u>(12.64%)</u>	<u>(199,604.69)</u>	<u>(28.97%)</u>
Expenses							
Salaries, Wages, & Benefits	249,145.00	217,667.08	251,963.46	31,477.92	14.46%	(2,818.46)	(1.12%)
Office Occupancy & Utilities	24,518.87	22,592.19	25,735.80	1,926.68	8.53%	(1,216.93)	(4.73%)
Services	162,472.64	146,602.19	234,978.82	15,870.45	10.83%	(72,506.18)	(30.86%)
Supplies	1,445.11	1,939.40	4,889.65	(494.29)	(25.49%)	(3,444.54)	(70.45%)
Travel	87,517.35	90,335.42	147,927.09	(2,818.07)	(3.12%)	(60,409.74)	(40.84%)
Leases, Rentals, & Licenses	3,768.49	3,313.28	7,569.04	455.21	13.74%	(3,800.55)	(50.21%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>528,867.46</u>	<u>482,449.56</u>	<u>673,063.86</u>	<u>46,417.90</u>	<u>9.62%</u>	<u>(144,196.40)</u>	<u>(21.42%)</u>
Net Gain or (Loss)	<u>(39,504.13)</u>	<u>77,690.05</u>	<u>15,904.16</u>	<u>(117,194.18)</u>	<u>(150.85%)</u>	<u>(55,408.29)</u>	<u>(348.39%)</u>

Society of American Archivists
Career Services
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	71,644.68	83,776.87	67,999.98	(12,132.19)	(14.48%)	3,644.70	5.36%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>71,644.68</u>	<u>83,776.87</u>	<u>67,999.98</u>	<u>(12,132.19)</u>	<u>(14.48%)</u>	<u>3,644.70</u>	<u>5.36%</u>
Expenses							
Salaries, Wages, & Benefits	4,369.16	3,959.86	4,391.94	409.30	10.34%	(22.78)	(0.52%)
Office Occupancy & Utilities	414.52	394.61	450.38	19.91	5.05%	(35.86)	(7.96%)
Services	20,387.03	26,471.05	21,813.22	(6,084.02)	(22.98%)	(1,426.19)	(6.54%)
Supplies	0.93		31.42	0.93	0.00%	(30.49)	(97.04%)
Travel	1,276.61	1,175.85	783.83	100.76	8.57%	492.78	62.87%
Leases, Rentals, & Licenses	53.88	61.21	115.58	(7.33)	(11.98%)	(61.70)	(53.38%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>26,502.13</u>	<u>32,062.58</u>	<u>27,586.37</u>	<u>(5,560.45)</u>	<u>(17.34%)</u>	<u>(1,084.24)</u>	<u>(3.93%)</u>
Net Gain or (Loss)	<u>45,142.55</u>	<u>51,714.29</u>	<u>40,413.61</u>	<u>(6,571.74)</u>	<u>(12.71%)</u>	<u>4,728.94</u>	<u>11.70%</u>

Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	20.00			20.00	0.00%	20.00	0.00%
Investments	13,014.56	8,505.10	11,246.00	4,509.46	53.02%	1,768.56	15.73%
Shipping, Handling, & Other	52.37	2,826.06		(2,773.69)	(98.15%)	52.37	0.00%
Total Income	<u>13,086.93</u>	<u>11,331.16</u>	<u>11,246.00</u>	<u>1,755.77</u>	<u>15.50%</u>	<u>1,840.93</u>	<u>16.37%</u>
Expenses							
Salaries, Wages, & Benefits	434,394.42	408,298.96	428,380.63	26,095.46	6.39%	6,013.79	1.40%
Office Occupancy & Utilities	41,378.67	40,743.77	43,910.55	634.90	1.56%	(2,531.88)	(5.77%)
Services	209,210.49	202,826.77	239,058.82	6,383.72	3.15%	(29,848.33)	(12.49%)
Supplies	5,580.84	5,967.15	4,476.13	(386.31)	(6.47%)	1,104.71	24.68%
Travel	47,636.23	51,019.69	73,029.00	(3,383.46)	(6.63%)	(25,392.77)	(34.77%)
Leases, Rentals, & Licenses	5,774.25	7,223.41	9,194.06	(1,449.16)	(20.06%)	(3,419.81)	(37.20%)
Taxes, Dues, & Subscriptions	28,138.42	26,249.56	25,520.00	1,888.86	7.20%	2,618.42	10.26%
Depreciation, Cost of Goods Sold & Other	57,390.89	46,391.31	62,720.40	10,999.58	23.71%	(5,329.51)	(8.50%)
Total Expenses	<u>829,504.21</u>	<u>788,720.62</u>	<u>886,289.59</u>	<u>40,783.59</u>	<u>5.17%</u>	<u>(56,785.38)</u>	<u>(6.41%)</u>
Net Gain or (Loss)	<u>(816,417.28)</u>	<u>(777,389.46)</u>	<u>(875,043.59)</u>	<u>(39,027.82)</u>	<u>5.02%</u>	<u>58,626.31</u>	<u>(6.70%)</u>

Society of American Archivists
General & Administrative
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions	20.00			20.00	0.00%	20.00	0.00%
Investments	13,014.56	8,505.10	11,246.00	4,509.46	53.02%	1,768.56	15.73%
Shipping, Handling, & Other	52.37	1,935.50		(1,883.13)	(97.29%)	52.37	0.00%
Total Income	<u>13,086.93</u>	<u>10,440.60</u>	<u>11,246.00</u>	<u>2,646.33</u>	<u>25.35%</u>	<u>1,840.93</u>	<u>16.37%</u>
Expenses							
Salaries, Wages, & Benefits	261,249.53	240,416.72	251,581.15	20,832.81	8.67%	9,668.38	3.84%
Office Occupancy & Utilities	23,846.57	23,289.34	25,907.03	557.23	2.39%	(2,060.46)	(7.95%)
Services	150,926.36	150,841.17	155,247.42	85.19	0.06%	(4,321.06)	(2.78%)
Supplies	4,957.15	5,878.08	3,227.84	(920.93)	(15.67%)	1,729.31	53.57%
Travel	3,223.52	3,352.04	13,349.00	(128.52)	(3.83%)	(10,125.48)	(75.85%)
Leases, Rentals, & Licenses	3,090.16	4,660.30	4,316.41	(1,570.14)	(33.69%)	(1,226.25)	(28.41%)
Taxes, Dues, & Subscriptions	12,641.17	11,049.56	9,820.00	1,591.61	14.40%	2,821.17	28.73%
Depreciation, Cost of Goods Sold & Other	57,390.89	46,391.31	62,720.40	10,999.58	23.71%	(5,329.51)	(8.50%)
Total Expenses	<u>517,325.35</u>	<u>485,878.52</u>	<u>526,169.25</u>	<u>31,446.83</u>	<u>6.47%</u>	<u>(8,843.90)</u>	<u>(1.68%)</u>
Net Gain or (Loss)	<u>(504,238.42)</u>	<u>(475,437.92)</u>	<u>(514,923.25)</u>	<u>(28,800.50)</u>	<u>6.06%</u>	<u>10,684.83</u>	<u>(2.08%)</u>

**Society of American Archivists
Governance
For the Twelve Months Ending Friday, June 30, 2017**

	<u>Year-To-Date 6/30/2017</u>	<u>Year-To-Date 6/30/2016</u>	<u>Budget 6/30/2017</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	96,690.76	100,205.60	100,096.14	(3,514.84)	(3.51%)	(3,405.38)	(3.40%)
Office Occupancy & Utilities	10,296.81	10,706.48	10,939.67	(409.67)	(3.83%)	(642.86)	(5.88%)
Services	44,377.91	30,783.46	38,473.83	13,594.45	44.16%	5,904.08	15.35%
Supplies	600.25	89.07	704.23	511.18	573.91%	(103.98)	(14.77%)
Travel	34,351.76	38,323.63	33,080.00	(3,971.87)	(10.36%)	1,271.76	3.84%
Leases, Rentals, & Licenses	1,741.13	1,539.94	2,593.14	201.19	13.06%	(852.01)	(32.86%)
Taxes, Dues, & Subscriptions	3,497.25	2,700.00	3,700.00	797.25	29.53%	(202.75)	(5.48%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	191,555.87	184,348.18	189,587.01	7,207.69	3.91%	1,968.86	1.04%
Net Gain or (Loss)	(191,555.87)	(184,348.18)	(189,587.01)	(7,207.69)	3.91%	(1,968.86)	1.04%

Society of American Archivists
Advocacy
For the Twelve Months Ending Friday, June 30, 2017

	<u>Year-To-Date</u> <u>6/30/2017</u>	<u>Year-To-Date</u> <u>6/30/2016</u>	<u>Budget</u> <u>6/30/2017</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		890.56		(890.56)	(100.00%)		0.00%
Total Income		<u>890.56</u>		<u>(890.56)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	76,454.13	67,676.64	76,703.34	8,777.49	12.97%	(249.21)	(0.32%)
Office Occupancy & Utilities	7,235.29	6,747.95	7,063.85	487.34	7.22%	171.44	2.43%
Services	13,906.22	21,202.14	45,337.57	(7,295.92)	(34.41%)	(31,431.35)	(69.33%)
Supplies	23.44		544.06	23.44	0.00%	(520.62)	(95.69%)
Travel	10,060.95	9,344.02	26,600.00	716.93	7.67%	(16,539.05)	(62.18%)
Leases, Rentals, & Licenses	942.96	1,023.17	2,284.51	(80.21)	(7.84%)	(1,341.55)	(58.72%)
Taxes, Dues, & Subscriptions	12,000.00	12,500.00	12,000.00	(500.00)	(4.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>120,622.99</u>	<u>118,493.92</u>	<u>170,533.33</u>	<u>2,129.07</u>	<u>1.80%</u>	<u>(49,910.34)</u>	<u>(29.27%)</u>
Net Gain or (Loss)	<u>(120,622.99)</u>	<u>(117,603.36)</u>	<u>(170,533.33)</u>	<u>(3,019.63)</u>	<u>2.57%</u>	<u>49,910.34</u>	<u>(29.27%)</u>