

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

September 2017 Year-to-Date Financial Statements – FY 2018
(Prepared by Cheryl Stadel-Bevans and Peter Carlson)

Overview

For the month ending September 30, 2017, SAA posted a net gain of \$294,063. This represents a favorable variance of 173.71%, as the budgeted gain for September was \$107,435. Total revenues were higher than last year and budget by \$127,355 (11%) and \$147,348 (12.96%), respectively. Total expenses were lower than last year and budget by \$70,383 (6.63%) and \$39,280 (3.81%), respectively.

Balance Sheet

Cash and Investments balances exceeded last year by \$243,572 (16.27%) and total deferred revenues are up over last year (by \$2,257, or 0.37%). Membership deferred revenues are up by \$27,836 (5.4%) and Education deferred revenues are down by \$24,228 (49.97%).

Income Statement

For the month ending September, 2017, SAA posted a net gain of \$294,063. This net gain is better than last year and budget by \$197,738 (205.28%) and \$186,628 (173.71%), respectively. All cost centers with the exception of Publications, General & Administrative, and *Archival Outlook* have higher-than-budgeted revenues, and Annual Meeting revenues exceeded last year and budget by \$79,764 (11.4%) and \$148,098 (23.46%), respectively. Expenses are lower than or at budget across all cost centers except Annual Meeting, *American Archivist* and Governance (see below for explanation). Expenses overall are \$39,280 (3.81%) below budget due to timing issues.

Specific points of interest are as follows:

- **Membership:** Overall membership decreased during September by 59 members (0.98%) and dues revenue exceeded last year and budget by 7.22% and 4.15%, respectively. Please note that nearly 90% of the monthly decrease was in the student category, and is clearly cyclical – if past years patterns hold true, we will see an increase in student membership during October and November. Membership's net gain for September is better than last year and budget by \$17,261 (8.4%) and \$14,987 (7.21%), respectively. Deferred Revenues continued to be strong in September, exceeding last year by \$27,836 (5.4%).

- **Periodicals:** The Journal's net loss as of September 30 was \$21,634, varying with budget by 18.15%. This variance results from slightly higher Editorial services than budgeted. *Archival Outlook's* net loss of \$25,845 is \$2,679 (11.57%) greater than the budgeted net loss and \$3,540 (15.87%) greater than last year's deficit of \$22,305. This variance reflects the timing of graphic design work and will resolve going forward.
- **Annual Meeting:** As of September 30, the Annual Meeting in Portland posted a net gain of \$308,597, 54.35% ahead of last year's net gain, and 89.94% better than budget. Total revenue exceeded budget estimates by \$148,098 (23.46%), while expenses were just \$1,969 (0.42%) higher than budget.
- **Publications:** As of September 30, Publications showed a net loss of \$15,101, which is 10.36% greater than last year's net loss of \$13,684 and \$10,707 (243.67%) *greater* than our budgeted net loss of \$4,394. Publications' total revenue as of September 30 exceeded last year by \$3,591 (5.28%) and fell short of budget by \$21,023 (22.71%). Clearly, book sales were lower than expected for the return to school period.
- **Education:** Education posted a net gain of \$21,134 for the period ending September 30. This performance is better than last year and budget by \$28,042 (405.95%) and \$28,372 (391.01%), respectively. Overall, revenues for Education are up from last year and budget by \$604 (22.38%) and \$10,229 (6.99%), respectively. Expenditures in Education are higher than the previous year by 0.45% and lower than budget by \$28,372 (11.81%). Some of the variance in expenses associated with budget reflects the cancellation of several workshops in August and September.
- **Career Services:** Career Services continues its steady performance, with a net gain of \$11,738, which is 19.77% ahead of last year's performance and \$3,878 (49.34%) better than budget. Revenues are up 10.74% over last year and 19.87% better than budget.
- **General & Administrative:** The net loss in G&A for the period ending September 30 was \$123,821, which is 6.62% less than last year's net loss and 9.12% less than the budgeted net loss of \$136,250. The variance with budget is the result of cost savings for staff travel and depreciation. In addition, some consulting and audit fees have yet to be booked or are shown on the balance sheet.
- **Governance:** As of September, Governance posted a net loss of \$50,713 which is \$291 (0.58%) higher than budgeted.

Society of American Archivists
Balance Sheet - Operations
Saturday, September 30, 2017

	<u>Fiscal 2018</u>	<u>Fiscal 2017</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,740,442.11	\$1,496,869.81	\$243,572.30	16.27%
Accounts Receivable	20,830.93	56,992.14	(36,161.21)	(63.45%)
Equipment	33,749.81	41,049.24	(7,299.43)	(17.78%)
Deposits	8,799.98	7,999.98	800.00	10.00%
Inventory	101,429.55	89,559.19	11,870.36	13.25%
Prepaid Expenses	40,729.66	31,967.90	8,761.76	27.41%
Due From Operations	1,268.75		1,268.75	(100.00%)
Due From Foundation	459,684.74	409,387.31	50,297.43	12.29%
Cash Clearing	164.00	2,953.31	(2,789.31)	(94.45%)
Total Assets	<u>2,407,099.53</u>	<u>2,136,778.88</u>	<u>270,320.65</u>	<u>12.65%</u>
Liabilities				
Accounts Payable	8,357.52	12,129.74	(3,772.22)	(31.10%)
Salaries and Wages Payable	52,625.13	49,627.35	2,997.78	6.04%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	52,292.00	52,171.75	120.25	0.23%
Membership	543,683.52	515,847.07	27,836.45	5.40%
Education	24,252.80	48,480.64	(24,227.84)	(49.97%)
Sponsors				(100.00%)
Advertising	(511.00)	649.00	(1,160.00)	(178.74%)
Exhibitors				(100.00%)
Consultants	911.10	1,222.69	(311.59)	(25.48%)
Total Deferred Revenues	620,628.42	618,371.15	2,257.27	0.37%
Due to Council-Directed Funds	663,998.11	624,716.11	39,282.00	6.29%
Due To Foundation	61,829.96	26,107.94	35,722.02	136.82%
Deferred Rent	1,302.20	5,209.16	(3,906.96)	(75.00%)
Total Liabilities	<u>1,408,741.34</u>	<u>1,336,161.45</u>	<u>72,579.89</u>	<u>5.43%</u>
Net Assets				
Fund Balance	704,294.74	704,292.01	2.73	0.00%
Net Gain or Loss	294,063.45	96,325.42	197,738.03	205.28%
Total Net Assets	<u>998,358.19</u>	<u>800,617.43</u>	<u>197,740.76</u>	<u>24.70%</u>
Total Liabilities and Net Assets	<u>2,407,099.53</u>	<u>2,136,778.88</u>	<u>270,320.65</u>	<u>12.65%</u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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	\$222,832.00	\$205,570.65	\$207,845.17	\$17,261.35	8.40%	\$14,986.83	7.21%
Annual Meeting	308,597.06	199,930.33	162,467.59	108,666.73	54.35%	146,129.47	89.94%
Publications	(15,101.02)	(13,683.93)	(4,394.10)	(1,417.09)	10.36%	(10,706.92)	243.67%
Education	21,134.51	(6,907.79)	(7,237.53)	28,042.30	(405.95%)	28,372.04	(392.01%)
Career Services	11,738.01	9,800.61	7,859.71	1,937.40	19.77%	3,878.30	49.34%
American Archivist	(21,633.96)	(45,551.12)	(18,310.09)	23,917.16	(52.51%)	(3,323.87)	18.15%
Archival Outlook	(25,844.62)	(22,304.72)	(23,165.28)	(3,539.90)	15.87%	(2,679.34)	11.57%
General & Administrative	(123,821.17)	(132,604.80)	(136,250.07)	8,783.63	(6.62%)	12,428.90	(9.12%)
Advocacy	(33,124.74)	(35,567.86)	(30,958.80)	2,443.12	(6.87%)	(2,165.94)	7.00%
Governance	(50,712.62)	(62,355.95)	(50,421.15)	11,643.33	(18.67%)	(291.47)	0.58%
Total Net Gain/(Loss)	<u>294,063.45</u>	<u>96,325.42</u>	<u>107,435.45</u>	<u>197,738.03</u>	<u>205.28%</u>	<u>186,628.00</u>	<u>173.71%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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>
Revenues							
Membership	\$250,371.69	\$232,997.12	\$239,336.46	\$17,374.57	7.46%	\$11,035.23	4.61%
Annual Meeting	779,412.49	699,648.58	631,314.17	79,763.91	11.40%	148,098.32	23.46%
Publications	71,539.78	67,948.79	92,563.18	3,590.99	5.28%	(21,023.40)	(22.71%)
Education	156,649.53	128,002.77	146,420.76	28,646.76	22.38%	10,228.77	6.99%
Career Services	19,575.80	17,677.79	16,330.76	1,898.01	10.74%	3,245.04	19.87%
American Archivist	130.50	323.50		(193.00)	(59.66%)	130.50	0.00%
Archival Outlook	2,116.00	4,460.10	5,934.10	(2,344.10)	(52.56%)	(3,818.10)	(64.34%)
General & Administrative	4,854.31	6,236.14	5,403.00	(1,381.83)	(22.16%)	(548.69)	(10.16%)
Total Revenues	<u>1,284,650.10</u>	<u>1,157,294.79</u>	<u>1,137,302.43</u>	<u>127,355.31</u>	<u>11.00%</u>	<u>147,347.67</u>	<u>12.96%</u>
Expenses							
Membership	27,539.69	27,426.47	31,491.29	113.22	0.41%	(3,951.60)	(12.55%)
Annual Meeting	470,815.43	499,718.25	468,846.58	(28,902.82)	(5.78%)	1,968.85	0.42%
Publications	86,640.80	81,632.72	96,957.28	5,008.08	6.13%	(10,316.48)	(10.64%)
Education	135,515.02	134,910.56	153,658.29	604.46	0.45%	(18,143.27)	(11.81%)
Career Services	7,837.79	7,877.18	8,471.05	(39.39)	(0.50%)	(633.26)	(7.48%)
American Archivist	21,764.46	45,874.62	18,310.09	(24,110.16)	(52.56%)	3,454.37	18.87%
Archival Outlook	27,960.62	26,764.82	29,099.38	1,195.80	4.47%	(1,138.76)	(3.91%)
General & Administrative	128,675.48	138,840.94	141,653.07	(10,165.46)	(7.32%)	(12,977.59)	(9.16%)
Advocacy	33,124.74	35,567.86	30,958.80	(2,443.12)	(6.87%)	2,165.94	7.00%
Governance	50,712.62	62,355.95	50,421.15	(11,643.33)	(18.67%)	291.47	0.58%
Total Expenses	<u>990,586.65</u>	<u>1,060,969.37</u>	<u>1,029,866.98</u>	<u>(70,382.72)</u>	<u>(6.63%)</u>	<u>(39,280.33)</u>	<u>(3.81%)</u>
Total Net Gain/(Loss)	<u>294,063.45</u>	<u>96,325.42</u>	<u>107,435.45</u>	<u>197,738.03</u>	<u>205.28%</u>	<u>186,628.00</u>	<u>173.71%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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	\$249,010.49	\$232,239.52	\$239,086.46	\$16,770.97	7.22%	\$9,924.03	4.15%
Subscriptions & Advertising	31,038.30	29,264.39	26,089.86	1,773.91	6.06%	4,948.44	18.97%
Workshops	156,649.53	128,002.77	146,420.76	28,646.76	22.38%	10,228.77	6.99%
Annual Meeting	769,780.49	672,140.33	625,514.17	97,640.16	14.53%	144,266.32	23.06%
Publications & CD Sales	65,159.79	58,473.34	81,490.60	6,686.45	11.44%	(16,330.81)	(20.04%)
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	4,854.31	6,216.22	5,403.00	(1,361.91)	(21.91%)	(548.69)	(10.16%)
Shipping, Handling, & Other	8,157.19	30,938.22	13,297.58	(22,781.03)	(73.63%)	(5,140.39)	(38.66%)
Total Income	<u>1,284,650.10</u>	<u>1,157,294.79</u>	<u>1,137,302.43</u>	<u>127,355.31</u>	<u>11.00%</u>	<u>147,347.67</u>	<u>12.96%</u>
Expenses							
Salaries, Wages, & Benefits	274,191.32	272,698.00	276,764.37	1,493.32	0.55%	(2,573.05)	(0.93%)
Office Occupancy & Utilities	28,051.21	26,224.64	28,402.81	1,826.57	6.97%	(351.60)	(1.24%)
Services	427,513.60	486,734.13	431,813.84	(59,220.53)	(12.17%)	(4,300.24)	(1.00%)
Supplies	4,963.10	9,537.76	3,990.59	(4,574.66)	(47.96%)	972.51	24.37%
Travel	38,570.39	43,767.02	59,962.74	(5,196.63)	(11.87%)	(21,392.35)	(35.68%)
Leases, Rentals, & Licenses	10,160.37	19,359.20	19,072.01	(9,198.83)	(47.52%)	(8,911.64)	(46.73%)
Taxes, Dues, & Subscriptions	13,301.03	28,885.00		(15,583.97)	(53.95%)	13,301.03	0.00%
Depreciation, Cost of Goods Sold & Other	193,835.63	173,763.62	209,860.62	20,072.01	11.55%	(16,024.99)	(7.64%)
Total Expenses	<u>990,586.65</u>	<u>1,060,969.37</u>	<u>1,029,866.98</u>	<u>(70,382.72)</u>	<u>(6.63%)</u>	<u>(39,280.33)</u>	<u>(3.81%)</u>
Net Gain or (Loss)	<u>294,063.45</u>	<u>96,325.42</u>	<u>107,435.45</u>	<u>197,738.03</u>	<u>205.28%</u>	<u>186,628.00</u>	<u>173.71%</u>

**Society of American Archivists
Membership and Periodicals
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$249,010.49	\$232,239.52	\$239,086.46	\$16,770.97	7.22%	\$9,924.03	4.15%
Subscriptions & Advertising	1,830.50	4,303.60	5,409.10	(2,473.10)	(57.47%)	(3,578.60)	(66.16%)
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	1,777.20	1,237.60	775.00	539.60	43.60%	1,002.20	129.32%
Total Income	<u>252,618.19</u>	<u>237,780.72</u>	<u>245,270.56</u>	<u>14,837.47</u>	<u>6.24%</u>	<u>7,347.63</u>	<u>3.00%</u>
Expenses							
Salaries, Wages, & Benefits	39,477.23	36,581.79	38,733.00	2,895.44	7.91%	744.23	1.92%
Office Occupancy & Utilities	3,581.61	3,492.19	3,893.07	89.42	2.56%	(311.46)	(8.00%)
Services	32,076.93	57,545.04	30,996.24	(25,468.11)	(44.26%)	1,080.69	3.49%
Supplies	1,548.98	189.81	1,222.45	1,359.17	716.07%	326.53	26.71%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	580.02	449.28	889.33	130.74	29.10%	(309.31)	(34.78%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		1,772.80	3,166.67	(1,772.80)	(100.00%)	(3,166.67)	(100.00%)
Total Expenses	<u>77,264.77</u>	<u>100,065.91</u>	<u>78,900.76</u>	<u>(22,801.14)</u>	<u>(22.79%)</u>	<u>(1,635.99)</u>	<u>(2.07%)</u>
Net Gain or (Loss)	<u>175,353.42</u>	<u>137,714.81</u>	<u>166,369.80</u>	<u>37,638.61</u>	<u>27.33%</u>	<u>8,983.62</u>	<u>5.40%</u>

**Society of American Archivists
Membership
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$249,010.49	\$232,239.52	\$239,086.46	\$16,770.97	7.22%	\$9,924.03	4.15%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,361.20</u>	<u>757.60</u>	<u>250.00</u>	<u>603.60</u>	<u>79.67%</u>	<u>1,111.20</u>	<u>444.48%</u>
Total Income	<u>250,371.69</u>	<u>232,997.12</u>	<u>239,336.46</u>	<u>17,374.57</u>	<u>7.46%</u>	<u>11,035.23</u>	<u>4.61%</u>
Expenses							
Salaries, Wages, & Benefits	20,300.75	17,909.92	20,021.36	2,390.83	13.35%	279.39	1.40%
Office Occupancy & Utilities	1,807.61	1,716.56	2,012.34	91.05	5.30%	(204.73)	(10.17%)
Services	3,527.85	5,641.59	4,716.24	(2,113.74)	(37.47%)	(1,188.39)	(25.20%)
Supplies	1,548.98	164.69	1,114.99	1,384.29	840.54%	433.99	38.92%
Travel							
Leases, Rentals, & Licenses	354.50	220.91	459.69	133.59	60.47%	(105.19)	(22.88%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>1,772.80</u>	<u>3,166.67</u>	<u>(1,772.80)</u>	<u>(100.00%)</u>	<u>(3,166.67)</u>	<u>(100.00%)</u>	
Total Expenses	<u>27,539.69</u>	<u>27,426.47</u>	<u>31,491.29</u>	<u>113.22</u>	<u>0.41%</u>	<u>(3,951.60)</u>	<u>(12.55%)</u>
Net Gain or (Loss)	<u>222,832.00</u>	<u>205,570.65</u>	<u>207,845.17</u>	<u>17,261.35</u>	<u>8.40%</u>	<u>14,986.83</u>	<u>7.21%</u>

Society of American Archivists
Periodicals (AA & AO)
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	1,830.50	4,303.60	5,409.10	(2,473.10)	(57.47%)	(3,578.60)	(66.16%)
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	416.00	480.00	525.00	(64.00)	(13.33%)	(109.00)	(20.76%)
Total Income	<u>2,246.50</u>	<u>4,783.60</u>	<u>5,934.10</u>	<u>(2,537.10)</u>	<u>(53.04%)</u>	<u>(3,687.60)</u>	<u>(62.14%)</u>
Expenses							
Salaries, Wages, & Benefits	19,176.48	18,671.87	18,711.64	504.61	2.70%	464.84	2.48%
Office Occupancy & Utilities	1,774.00	1,775.63	1,880.73	(1.63)	(0.09%)	(106.73)	(5.67%)
Services	28,549.08	51,903.45	26,280.00	(23,354.37)	(45.00%)	2,269.08	8.63%
Supplies		25.12	107.46	(25.12)	(100.00%)	(107.46)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	225.52	228.37	429.64	(2.85)	(1.25%)	(204.12)	(47.51%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>49,725.08</u>	<u>72,639.44</u>	<u>47,409.47</u>	<u>(22,914.36)</u>	<u>(31.55%)</u>	<u>2,315.61</u>	<u>4.88%</u>
Net Gain or (Loss)	<u>(47,478.58)</u>	<u>(67,855.84)</u>	<u>(41,475.37)</u>	<u>20,377.26</u>	<u>(30.03%)</u>	<u>(6,003.21)</u>	<u>14.47%</u>

**Society of American Archivists
American Archivist
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	114.50	323.50		(209.00)	(64.61%)	114.50	0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	16.00			16.00	0.00%	16.00	0.00%
Total Income	<u>130.50</u>	<u>323.50</u>		<u>(193.00)</u>	<u>(59.66%)</u>	<u>130.50</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	7,438.85	7,890.75	7,025.49	(451.90)	(5.73%)	413.36	5.88%
Office Occupancy & Utilities	692.05	732.17	706.14	(40.12)	(5.48%)	(14.09)	(2.00%)
Services	13,548.03	37,147.15	10,376.79	(23,599.12)	(63.53%)	3,171.24	30.56%
Supplies		10.36	40.35	(10.36)	(100.00%)	(40.35)	(100.00%)
Travel							
Leases, Rentals, & Licenses	85.53	94.19	161.32	(8.66)	(9.19%)	(75.79)	(46.98%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>21,764.46</u>	<u>45,874.62</u>	<u>18,310.09</u>	<u>(24,110.16)</u>	<u>(52.56%)</u>	<u>3,454.37</u>	<u>18.87%</u>
Net Gain or (Loss)	<u>(21,633.96)</u>	<u>(45,551.12)</u>	<u>(18,310.09)</u>	<u>23,917.16</u>	<u>(52.51%)</u>	<u>(3,323.87)</u>	<u>18.15%</u>

**Society of American Archivists
Archival Outlook
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	1,716.00	3,980.10	5,409.10	(2,264.10)	(56.89%)	(3,693.10)	(68.28%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00	480.00	525.00	(80.00)	(16.67%)	(125.00)	(23.81%)
Total Income	<u>2,116.00</u>	<u>4,460.10</u>	<u>5,934.10</u>	<u>(2,344.10)</u>	<u>(52.56%)</u>	<u>(3,818.10)</u>	<u>(64.34%)</u>
Expenses							
Salaries, Wages, & Benefits	11,737.63	10,781.12	11,686.15	956.51	8.87%	51.48	0.44%
Office Occupancy & Utilities	1,081.95	1,043.46	1,174.59	38.49	3.69%	(92.64)	(7.89%)
Services	15,001.05	14,756.30	15,903.21	244.75	1.66%	(902.16)	(5.67%)
Supplies		14.76	67.11	(14.76)	(100.00%)	(67.11)	(100.00%)
Travel							
Leases, Rentals, & Licenses	139.99	134.18	268.32	5.81	4.33%	(128.33)	(47.83%)
Taxes, Dues, & Subscriptions		35.00		(35.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>27,960.62</u>	<u>26,764.82</u>	<u>29,099.38</u>	<u>1,195.80</u>	<u>4.47%</u>	<u>(1,138.76)</u>	<u>(3.91%)</u>
Net Gain or (Loss)	<u>(25,844.62)</u>	<u>(22,304.72)</u>	<u>(23,165.28)</u>	<u>(3,539.90)</u>	<u>15.87%</u>	<u>(2,679.34)</u>	<u>11.57%</u>

**Society of American Archivists
Operational Revenue Centers
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	29,207.80	24,960.79	20,680.76	4,247.01	17.01%	8,527.04	41.23%
Workshops	156,649.53	128,002.77	146,420.76	28,646.76	22.38%	10,228.77	6.99%
Annual Meeting	769,780.49	672,140.33	625,514.17	97,640.16	14.53%	144,266.32	23.06%
Publications & CD Sales	65,159.79	58,473.34	81,490.60	6,686.45	11.44%	(16,330.81)	(20.04%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,379.99	29,700.70	12,522.58	(23,320.71)	(78.52%)	(6,142.59)	(49.05%)
Total Income	<u>1,027,177.60</u>	<u>913,277.93</u>	<u>886,628.87</u>	<u>113,899.67</u>	<u>12.47%</u>	<u>140,548.73</u>	<u>15.85%</u>
Expenses							
Salaries, Wages, & Benefits	138,940.65	129,636.16	140,555.70	9,304.49	7.18%	(1,615.05)	(1.15%)
Office Occupancy & Utilities	14,918.13	13,010.53	14,427.33	1,907.60	14.66%	490.80	3.40%
Services	327,782.48	345,743.84	322,512.72	(17,961.36)	(5.19%)	5,269.76	1.63%
Supplies	2,275.93	7,305.38	1,957.21	(5,029.45)	(68.85%)	318.72	16.28%
Travel	24,169.87	32,267.12	36,459.99	(8,097.25)	(25.09%)	(12,290.12)	(33.71%)
Leases, Rentals, & Licenses	8,399.17	17,679.61	16,239.06	(9,280.44)	(52.49%)	(7,839.89)	(48.28%)
Taxes, Dues, & Subscriptions	976.03	16,525.00		(15,548.97)	(94.09%)	976.03	0.00%
Depreciation, Cost of Goods Sold & Other	183,346.78	161,971.07	195,781.19	21,375.71	13.20%	(12,434.41)	(6.35%)
Total Expenses	<u>700,809.04</u>	<u>724,138.71</u>	<u>727,933.20</u>	<u>(23,329.67)</u>	<u>(3.22%)</u>	<u>(27,124.16)</u>	<u>(3.73%)</u>
Net Gain or (Loss)	<u>326,368.56</u>	<u>189,139.22</u>	<u>158,695.67</u>	<u>137,229.34</u>	<u>72.55%</u>	<u>167,672.89</u>	<u>105.66%</u>

Society of American Archivists
Annual Meeting
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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	9,632.00	7,283.00	4,350.00	2,349.00	32.25%	5,282.00	121.43%
Workshops					0.00%		0.00%
Annual Meeting	769,780.49	672,140.33	625,514.17	97,640.16	14.53%	144,266.32	23.06%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		20,225.25	1,450.00	(20,225.25)	(100.00%)	(1,450.00)	(100.00%)
Total Income	<u>779,412.49</u>	<u>699,648.58</u>	<u>631,314.17</u>	<u>79,763.91</u>	<u>11.40%</u>	<u>148,098.32</u>	<u>23.46%</u>
Expenses							
Salaries, Wages, & Benefits	50,932.50	48,684.49	52,831.34	2,248.01	4.62%	(1,898.84)	(3.59%)
Office Occupancy & Utilities	6,756.72	4,883.53	5,310.09	1,873.19	38.36%	1,446.63	27.24%
Services	244,253.17	263,660.01	229,969.36	(19,406.84)	(7.36%)	14,283.81	6.21%
Supplies	1,061.63	3,933.14	1,453.39	(2,871.51)	(73.01%)	(391.76)	(26.95%)
Travel	2,991.36	4,884.45	5,360.00	(1,893.09)	(38.76%)	(2,368.64)	(44.19%)
Leases, Rentals, & Licenses	6,267.40	15,629.90	12,993.02	(9,362.50)	(59.90%)	(6,725.62)	(51.76%)
Taxes, Dues, & Subscriptions	976.03	16,525.00		(15,548.97)	(94.09%)	976.03	0.00%
Depreciation, Cost of Goods Sold & Other	157,576.62	141,517.73	160,929.38	16,058.89	11.35%	(3,352.76)	(2.08%)
Total Expenses	<u>470,815.43</u>	<u>499,718.25</u>	<u>468,846.58</u>	<u>(28,902.82)</u>	<u>(5.78%)</u>	<u>1,968.85</u>	<u>0.42%</u>
Net Gain or (Loss)	<u>308,597.06</u>	<u>199,930.33</u>	<u>162,467.59</u>	<u>108,666.73</u>	<u>54.35%</u>	<u>146,129.47</u>	<u>89.94%</u>

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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		7,283.00		(7,283.00)	(100.00%)		0.00%
Annual Meeting Publications & CD Sales Contributions		672,140.33		(672,140.33)	(100.00%)		0.00%
Investments							
Shipping, Handling, & Other		20,225.25		(20,225.25)	(100.00%)		0.00%
Total Income		<u>699,648.58</u>		<u>(699,648.58)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		44,733.32		(44,733.32)	(100.00%)		0.00%
Office Occupancy & Utilities		4,549.27		(4,549.27)	(100.00%)		0.00%
Services		259,449.11		(259,449.11)	(100.00%)		0.00%
Supplies		3,928.33		(3,928.33)	(100.00%)		0.00%
Travel		3,380.59		(3,380.59)	(100.00%)		0.00%
Leases, Rentals, & Licenses		15,586.20		(15,586.20)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		16,525.00		(16,525.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		151,566.43		(151,566.43)	(100.00%)		0.00%
Total Expenses		<u>499,718.25</u>		<u>(499,718.25)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>199,930.33</u>		<u>(199,930.33)</u>	<u>(100.00%)</u>		<u>0.00%</u>

Society of American Archivists
Annual Meeting - Portland 2017
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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	9,632.00		4,350.00	9,632.00	0.00%	5,282.00	121.43%
Workshops							
Annual Meeting	769,780.49		625,514.17	769,780.49	0.00%	144,266.32	23.06%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,450.00		0.00%	(1,450.00)	(100.00%)
Total Income	<u>779,412.49</u>		<u>631,314.17</u>	<u>779,412.49</u>	<u>0.00%</u>	<u>148,098.32</u>	<u>23.46%</u>
Expenses							
Salaries, Wages, & Benefits	48,144.24	3,378.76	50,395.04	44,765.48	1,324.91%	(2,250.80)	(4.47%)
Office Occupancy & Utilities	6,591.86	277.47	5,065.23	6,314.39	2,275.70%	1,526.63	30.14%
Services	236,761.98	4,174.35	229,436.33	232,587.63	5,571.83%	7,325.65	3.19%
Supplies	1,061.63	3.99	1,439.41	1,057.64	26,507.27%	(377.78)	(26.25%)
Travel	296.38	1,503.86	5,360.00	(1,207.48)	(80.29%)	(5,063.62)	(94.47%)
Leases, Rentals, & Licenses	6,239.62	36.26	12,937.08	6,203.36	17,108.00%	(6,697.46)	(51.77%)
Taxes, Dues, & Subscriptions	976.03			976.03	0.00%	976.03	0.00%
Depreciation, Cost of Goods Sold & Other	170,743.69	(9,374.69)	164,213.48	180,118.38	(1,921.33%)	6,530.21	3.98%
Total Expenses	<u>470,815.43</u>		<u>468,846.57</u>	<u>470,815.43</u>	<u>0.00%</u>	<u>1,968.86</u>	<u>0.42%</u>
Net Gain or (Loss)	<u>308,597.06</u>		<u>162,467.60</u>	<u>308,597.06</u>	<u>0.00%</u>	<u>146,129.46</u>	<u>89.94%</u>

Society of American Archivists
Annual Meeting - Washington 2018
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	2,788.26	572.41	2,436.30	2,215.85	387.11%	351.96	14.45%
Office Occupancy & Utilities	164.86	56.79	244.86	108.07	190.30%	(80.00)	(32.67%)
Services	4,341.19	36.55	533.03	4,304.64	11,777.40%	3,808.16	714.44%
Supplies		0.82	13.98	(0.82)	(100.00%)	(13.98)	(100.00%)
Travel	2,694.98			2,694.98	0.00%	2,694.98	0.00%
Leases, Rentals, & Licenses	27.78	7.44	55.94	20.34	273.39%	(28.16)	(50.34%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(10,017.07)	(674.01)	(3,284.10)	(9,343.06)	1,386.19%	(6,732.97)	205.02%
Total Expenses			0.01		0.00%	(0.01)	(100.00%)
Net Gain or (Loss)			(0.01)		0.00%	0.01	(100.00%)

Society of American Archivists
Annual Meeting - Austin 2019
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits							
Office Occupancy & Utilities							
Services	3,150.00			3,150.00	0.00%	3,150.00	0.00%
Supplies							
Travel							
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,150.00)			(3,150.00)	0.00%	(3,150.00)	0.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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	65,159.79	58,473.34	81,490.60	6,686.45	11.44%	(16,330.81)	(20.04%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>6,379.99</u>	<u>9,475.45</u>	<u>11,072.58</u>	<u>(3,095.46)</u>	<u>(32.67%)</u>	<u>(4,692.59)</u>	<u>(42.38%)</u>
Total Income	<u>71,539.78</u>	<u>67,948.79</u>	<u>92,563.18</u>	<u>3,590.99</u>	<u>5.28%</u>	<u>(21,023.40)</u>	<u>(22.71%)</u>
Expenses							
Salaries, Wages, & Benefits	23,122.73	22,850.30	23,186.95	272.43	1.19%	(64.22)	(0.28%)
Office Occupancy & Utilities	2,047.51	2,320.91	2,330.55	(273.40)	(11.78%)	(283.04)	(12.14%)
Services	31,969.01	29,475.86	31,782.43	2,493.15	8.46%	186.58	0.59%
Supplies	727.79	3,110.38	133.17	(2,382.59)	(76.60%)	594.62	446.51%
Travel	1,648.51	2,297.34	3,330.00	(648.83)	(28.24%)	(1,681.49)	(50.50%)
Leases, Rentals, & Licenses	1,355.09	1,124.59	1,342.37	230.50	20.50%	12.72	0.95%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>25,770.16</u>	<u>20,453.34</u>	<u>34,851.81</u>	<u>5,316.82</u>	<u>25.99%</u>	<u>(9,081.65)</u>	<u>(26.06%)</u>
Total Expenses	<u>86,640.80</u>	<u>81,632.72</u>	<u>96,957.28</u>	<u>5,008.08</u>	<u>6.13%</u>	<u>(10,316.48)</u>	<u>(10.64%)</u>
Net Gain or (Loss)	<u><u>(15,101.02)</u></u>	<u><u>(13,683.93)</u></u>	<u><u>(4,394.10)</u></u>	<u><u>(1,417.09)</u></u>	<u><u>10.36%</u></u>	<u><u>(10,706.92)</u></u>	<u><u>243.67%</u></u>

**Society of American Archivists
Education
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	156,649.53	128,002.77	146,420.76	28,646.76	22.38%	10,228.77	6.99%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>156,649.53</u>	<u>128,002.77</u>	<u>146,420.76</u>	<u>28,646.76</u>	<u>22.38%</u>	<u>10,228.77</u>	<u>6.99%</u>
Expenses							
Salaries, Wages, & Benefits	64,376.18	57,369.14	64,079.51	7,007.04	12.21%	296.67	0.46%
Office Occupancy & Utilities	6,060.57	5,740.04	6,740.67	320.53	5.58%	(680.10)	(10.09%)
Services	44,766.22	46,815.08	54,420.96	(2,048.86)	(4.38%)	(9,654.74)	(17.74%)
Supplies	486.51	260.93	368.01	225.58	86.45%	118.50	32.20%
Travel	19,054.60	23,808.72	26,155.99	(4,754.12)	(19.97%)	(7,101.39)	(27.15%)
Leases, Rentals, & Licenses	770.94	916.65	1,893.15	(145.71)	(15.90%)	(1,122.21)	(59.28%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>135,515.02</u>	<u>134,910.56</u>	<u>153,658.29</u>	<u>604.46</u>	<u>0.45%</u>	<u>(18,143.27)</u>	<u>(11.81%)</u>
Net Gain or (Loss)	<u>21,134.51</u>	<u>(6,907.79)</u>	<u>(7,237.53)</u>	<u>28,042.30</u>	<u>(405.95%)</u>	<u>28,372.04</u>	<u>(392.01%)</u>

**Society of American Archivists
Career Services
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	19,575.80	17,677.79	16,330.76	1,898.01	10.74%	3,245.04	19.87%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>19,575.80</u>	<u>17,677.79</u>	<u>16,330.76</u>	<u>1,898.01</u>	<u>10.74%</u>	<u>3,245.04</u>	<u>19.87%</u>
Expenses							
Salaries, Wages, & Benefits	509.24	732.23	457.90	(222.99)	(30.45%)	51.34	11.21%
Office Occupancy & Utilities	53.33	66.05	46.02	(12.72)	(19.26%)	7.31	15.88%
Services	6,794.08	5,792.89	6,339.97	1,001.19	17.28%	454.11	7.16%
Supplies		0.93	2.64	(0.93)	(100.00%)	(2.64)	(100.00%)
Travel	475.40	1,276.61	1,614.00	(801.21)	(62.76%)	(1,138.60)	(70.55%)
Leases, Rentals, & Licenses	5.74	8.47	10.52	(2.73)	(32.23%)	(4.78)	(45.44%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>7,837.79</u>	<u>7,877.18</u>	<u>8,471.05</u>	<u>(39.39)</u>	<u>(0.50%)</u>	<u>(633.26)</u>	<u>(7.48%)</u>
Net Gain or (Loss)	<u>11,738.01</u>	<u>9,800.61</u>	<u>7,859.71</u>	<u>1,937.40</u>	<u>19.77%</u>	<u>3,878.30</u>	<u>49.34%</u>

Society of American Archivists
Operational Expense Centers
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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					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)	(100.00%)		0.00%
Investments	4,854.31	6,216.22	5,403.00	(1,361.91)	(21.91%)	(548.69)	(10.16%)
Shipping, Handling, & Other		(0.08)		0.08	(100.00%)		0.00%
Total Income	<u>4,854.31</u>	<u>6,236.14</u>	<u>5,403.00</u>	<u>(1,381.83)</u>	<u>(22.16%)</u>	<u>(548.69)</u>	<u>(10.16%)</u>
Expenses							
Salaries, Wages, & Benefits	95,773.44	106,480.05	97,475.67	(10,706.61)	(10.06%)	(1,702.23)	(1.75%)
Office Occupancy & Utilities	9,551.47	9,721.92	10,082.41	(170.45)	(1.75%)	(530.94)	(5.27%)
Services	67,654.19	83,445.25	78,304.88	(15,791.06)	(18.92%)	(10,650.69)	(13.60%)
Supplies	1,138.19	2,042.57	810.93	(904.38)	(44.28%)	327.26	40.36%
Travel	14,400.52	11,499.90	23,502.75	2,900.62	25.22%	(9,102.23)	(38.73%)
Leases, Rentals, & Licenses	1,181.18	1,230.31	1,943.62	(49.13)	(3.99%)	(762.44)	(39.23%)
Taxes, Dues, & Subscriptions	12,325.00	12,325.00			0.00%	12,325.00	0.00%
Depreciation, Cost of Goods Sold & Other	10,488.85	10,019.75	10,912.76	469.10	4.68%	(423.91)	(3.88%)
Total Expenses	<u>212,512.84</u>	<u>236,764.75</u>	<u>223,033.02</u>	<u>(24,251.91)</u>	<u>(10.24%)</u>	<u>(10,520.18)</u>	<u>(4.72%)</u>
Net Gain or (Loss)	<u>(207,658.53)</u>	<u>(230,528.61)</u>	<u>(217,630.02)</u>	<u>22,870.08</u>	<u>(9.92%)</u>	<u>9,971.49</u>	<u>(4.58%)</u>

Society of American Archivists
General & Administrative
For the Three Months Ending Saturday, September 30, 2017

	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Year-To-Date</u> <u>9/30/2016</u>	<u>Budget</u> <u>9/30/2017</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		20.00		(20.00)	(100.00%)		0.00%
Investments	4,854.31	6,216.22	5,403.00	(1,361.91)	(21.91%)	(548.69)	(10.16%)
Shipping, Handling, & Other		(0.08)		0.08	(100.00%)		0.00%
Total Income	<u>4,854.31</u>	<u>6,236.14</u>	<u>5,403.00</u>	<u>(1,381.83)</u>	<u>(22.16%)</u>	<u>(548.69)</u>	<u>(10.16%)</u>
Expenses							
Salaries, Wages, & Benefits	54,799.81	62,236.77	57,252.23	(7,436.96)	(11.95%)	(2,452.42)	(4.28%)
Office Occupancy & Utilities	5,562.05	5,655.75	5,774.55	(93.70)	(1.66%)	(212.50)	(3.68%)
Services	52,992.81	56,186.91	57,145.76	(3,194.10)	(5.68%)	(4,152.95)	(7.27%)
Supplies	832.19	1,470.88	579.93	(638.69)	(43.42%)	252.26	43.50%
Travel	2,980.00	2,225.52	8,967.75	754.48	33.90%	(5,987.75)	(66.77%)
Leases, Rentals, & Licenses	694.77	720.36	1,020.09	(25.59)	(3.55%)	(325.32)	(31.89%)
Taxes, Dues, & Subscriptions	325.00	325.00			0.00%	325.00	0.00%
Depreciation, Cost of Goods Sold & Other	10,488.85	10,019.75	10,912.76	469.10	4.68%	(423.91)	(3.88%)
Total Expenses	<u>128,675.48</u>	<u>138,840.94</u>	<u>141,653.07</u>	<u>(10,165.46)</u>	<u>(7.32%)</u>	<u>(12,977.59)</u>	<u>(9.16%)</u>
Net Gain or (Loss)	<u>(123,821.17)</u>	<u>(132,604.80)</u>	<u>(136,250.07)</u>	<u>8,783.63</u>	<u>(6.62%)</u>	<u>12,428.90</u>	<u>(9.12%)</u>

**Society of American Archivists
Governance
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	24,565.51	27,088.91	24,166.46	(2,523.40)	(9.32%)	399.05	1.65%
Office Occupancy & Utilities	2,440.16	2,412.13	2,693.98	28.03	1.16%	(253.82)	(9.42%)
Services	13,049.12	26,101.62	14,717.06	(13,052.50)	(50.01%)	(1,667.94)	(11.33%)
Supplies	306.00	548.25	138.78	(242.25)	(44.19%)	167.22	120.49%
Travel	10,059.63	5,908.23	8,150.00	4,151.40	70.26%	1,909.63	23.43%
Leases, Rentals, & Licenses	292.20	296.81	554.87	(4.61)	(1.55%)	(262.67)	(47.34%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	50,712.62	62,355.95	50,421.15	(11,643.33)	(18.67%)	291.47	0.58%
Net Gain or (Loss)	(50,712.62)	(62,355.95)	(50,421.15)	11,643.33	(18.67%)	(291.47)	0.58%

**Society of American Archivists
Advocacy
For the Three Months Ending Saturday, September 30, 2017**

	<u>Year-To-Date 9/30/2017</u>	<u>Year-To-Date 9/30/2016</u>	<u>Budget 9/30/2017</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	16,408.12	17,154.37	16,056.98	(746.25)	(4.35%)	351.14	2.19%
Office Occupancy & Utilities	1,549.26	1,654.04	1,613.88	(104.78)	(6.33%)	(64.62)	(4.00%)
Services	1,612.26	1,156.72	6,442.06	455.54	39.38%	(4,829.80)	(74.97%)
Supplies		23.44	92.22	(23.44)	(100.00%)	(92.22)	(100.00%)
Travel	1,360.89	3,366.15	6,385.00	(2,005.26)	(59.57%)	(5,024.11)	(78.69%)
Leases, Rentals, & Licenses	194.21	213.14	368.66	(18.93)	(8.88%)	(174.45)	(47.32%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00			0.00%	12,000.00	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	33,124.74	35,567.86	30,958.80	(2,443.12)	(6.87%)	2,165.94	7.00%
Net Gain or (Loss)	<u>(33,124.74)</u>	<u>(35,567.86)</u>	<u>(30,958.80)</u>	<u>2,443.12</u>	<u>(6.87%)</u>	<u>(2,165.94)</u>	<u>7.00%</u>