

**Society of American Archivists
Council Meeting
November 2-3, 2018
Chicago, Illinois**

Fiscal Year 2019 Year-to-Date Financials—September 2018
(Prepared by Amy Fitch and Peter Carlson)

Overview

For the month ending September 30, 2018, SAA posted a net gain of \$314,533. This is a favorable variance of \$172,275, as the budgeted gain for September was \$142,258. Total revenues for September were higher than last year and budget by \$211,434 (16.46%) and \$123,270 (8.98%), respectively. Total expenses were higher than last year by \$190,965 (19.28%) and lower than budget by \$49,004 (3.98%).

Balance Sheet

Cash and Investments balances exceeded last year by \$260,133 (14.95%) and total deferred revenues were up over last year by \$77,146 (12.43%). Membership deferred revenues were up by \$14,788 (2.72%). Of particular note is the increase in Education deferred revenues, up over last year by \$60,250 (248.43%).

Income Statement

For the month ending September 30, 2018, SAA posted a net gain of \$314,533. This net gain is higher than last year and budget by \$20,469 (6.96%) and \$172,275 (121.10%), respectively. Publications and *Archival Outlook* had lower-than-budgeted revenues. Expenses are lower than budget across all cost centers except Membership (4.47% over budget) and Annual Meeting (0.21% over budget). Expenses overall are \$49,004 (3.98%) below budget due to timing of budgeted expenses.

Specific points of interest are as follows:

- **Membership:** Overall membership increased by eight (0.13%) and dues revenue exceeded last year and budget by 3.92% and 2.54%, respectively. Membership's net gain for September is better than last year and budget by \$1,065 (0.48%) and \$4,309 (1.96%), respectively. Deferred revenues in September were higher than last year by \$14,788 (2.72%).
- **Periodicals:** The Journal's net loss as of September 30 was \$20,303, a favorable variance of 6.15% when compared with last year, and an unfavorable variance of \$2,220 (12.28%) with

budget. This variance is the result of slightly higher editorial costs for the current issue, and a delay in ad revenues. Journal expenses were 3.93% lower than last year and 12.21% higher than budget. *Archival Outlook's* net loss of \$22,156 is *smaller* than last year and budget by \$3,689 (14.27%) and \$334 (1.49%), respectively.

- **Annual Meeting:** As of September 30, the Annual Meeting in Washington D.C., shows a net gain of \$400,706, which exceeds last year and budget by \$92,109 (29.85%) and \$139,897 (53.64%), respectively. Revenues exceeded last year and budget by \$244,175 (31.33%) and \$141,216 (16%), respectively. Total attendees for the 2018 Joint Annual Meeting set a new record (2,627), and total revenues were \$1,023,587. Expenses were 32.3% higher than last year and on budget (0.21% variance).
- **Publications:** Publications showed a net loss of \$24,300 on September 30, which is 60.29% *greater* than last year's net loss of \$15,101 and \$11,355 *greater* than our budgeted net loss of \$12,945. Publications' total revenue as of September 30 was lower than last year and budget by \$5,229 (7.31%) and \$22,856 (25.63%), respectively. The variance with budget reflects budget timing as well as less robust sales than anticipated.
- **Education:** Education posted a net loss of \$8,452 for the period ending September 30. This performance is lower than last year by \$29,587 (139.99%) and better than budget by \$5,479 (39.33%), respectively. The variance with last year is the result of a reduced program of pre-conference courses in Washington. Expenses as of September 30 were lower than last year and budget by \$12,175 (8.98%) and \$5,479 (39.33%), respectively.
- **Career Services:** As of September 30, Career Services posted a net gain of \$10,898, which is lower than last year by \$840 (7.16%), and better than budget by \$2,961 (37.3%). Revenues are up over last year and budget by 5.57% and 14.48%, respectively. Career Services expenses were higher than last year by \$1,930 (24.62%) and lower than budget by \$347 (3.43%). The increase in expense year over year is the result of more costs associated with the Career Center at the Joint Annual Meeting.
- **General & Administrative:** The net loss in G&A for the period ending September 30 was \$158,478, which is 27.99% more than last year's net loss and 3.27% *less* than the budgeted net loss of \$163,835. The variance with last year reflects a significant shift in effort allocation in light of the AMS project.

**Society of American Archivists
Balance Sheet - Operations
Sunday, September 30, 2018**

	<u>Fiscal 2019</u>	<u>Fiscal 2018</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$2,000,575.26	\$1,740,442.11	\$260,133.15	14.95%
Accounts Receivable	48,707.32	20,830.93	27,876.39	133.82%
Equipment	71,514.13	33,749.81	37,764.32	111.89%
Deposits	9,786.85	8,799.98	986.87	11.21%
Inventory	76,983.89	101,429.55	(24,445.66)	(24.10%)
Prepaid Expenses	36,187.15	40,729.66	(4,542.51)	(11.15%)
Due From Operations	83,871.26	1,268.75	82,602.51	6,510.54%
Due From Foundation	451,135.92	459,684.74	(8,548.82)	(1.86%)
Cash Clearing	164.00	(164.00)	(164.00)	(100.00%)
Total Assets	<u><u>2,778,761.78</u></u>	<u><u>2,407,099.53</u></u>	<u><u>371,662.25</u></u>	<u><u>15.44%</u></u>
Liabilities				
Accounts Payable	52,906.32	8,357.52	44,548.80	533.04%
Salaries and Wages Payable	52,907.76	52,625.13	282.63	0.54%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	52,355.50	52,292.00	63.50	0.12%
Membership	558,471.82	543,683.52	14,788.30	2.72%
Education	84,503.20	24,252.80	60,250.40	248.43%
Sponsors				(100.00%)
Advertising	1,353.00	(511.00)	1,864.00	(364.77%)
Exhibitors				(100.00%)
Consultants	1,090.70	911.10	179.60	19.71%
Total Deferred Revenues	697,774.22	620,628.42	77,145.80	12.43%
Due to Council-Directed Funds	663,998.19	663,998.11	0.08	0.00%
Due To Foundation	29,340.08	61,829.96	(32,489.88)	(52.55%)
Deferred Rent	14,686.05	1,302.20	13,383.85	1,027.79%
Total Liabilities	<u><u>1,511,612.62</u></u>	<u><u>1,408,741.34</u></u>	<u><u>102,871.28</u></u>	<u><u>7.30%</u></u>
Net Assets				
Fund Balance	952,616.23	704,294.74	248,321.49	35.26%
Net Gain or Loss	314,532.93	294,063.45	20,469.48	6.96%
Total Net Assets	<u><u>1,267,149.16</u></u>	<u><u>998,358.19</u></u>	<u><u>268,790.97</u></u>	<u><u>26.92%</u></u>
Total Liabilities and Net Assets	<u><u>2,778,761.78</u></u>	<u><u>2,407,099.53</u></u>	<u><u>371,662.25</u></u>	<u><u>15.44%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Three Months Ending Sunday, September 30, 2018

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	\$223,896.70	\$222,832.00	\$219,587.81	\$1,064.70	0.48%	\$4,308.89	1.96%
Annual Meeting	400,706.49	308,597.06	260,809.16	92,109.43	29.85%	139,897.33	53.64%
Publications	(24,300.06)	(15,101.02)	(12,944.62)	(9,199.04)	60.92%	(11,355.44)	87.72%
Education	(8,452.27)	21,134.51	(13,931.59)	(29,586.78)	(139.99%)	5,479.32	(39.33%)
Career Services	10,897.91	11,738.01	7,937.12	(840.10)	(7.16%)	2,960.79	37.30%
American Archivist	(20,303.31)	(21,633.96)	(18,083.13)	1,330.65	(6.15%)	(2,220.18)	12.28%
Archival Outlook	(22,155.63)	(25,844.62)	(22,489.63)	3,688.99	(14.27%)	334.00	(1.49%)
General & Administrative	(158,477.87)	(123,821.17)	(163,834.90)	(34,656.70)	27.99%	5,357.03	(3.27%)
Advocacy	(41,406.13)	(33,124.74)	(52,438.11)	(8,281.39)	25.00%	11,031.98	(21.04%)
Governance	(45,872.90)	(50,712.62)	(62,353.73)	4,839.72	(9.54%)	16,480.83	(26.43%)
Total Net Gain/(Loss)	314,532.93	294,063.45	142,258.38	20,469.48	6.96%	172,274.55	121.10%

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Three Months Ending Sunday, September 30, 2018

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$259,436.65	\$250,371.69	\$253,605.47	\$9,064.96	3.62%	\$5,831.18	2.30%
Annual Meeting	1,023,587.22	779,412.49	882,371.05	244,174.73	31.33%	141,216.17	16.00%
Publications	66,310.39	71,539.78	89,166.49	(5,229.39)	(7.31%)	(22,856.10)	(25.63%)
Education	114,888.02	156,649.53	112,725.02	(41,761.51)	(26.66%)	2,163.00	1.92%
Career Services	20,665.46	19,575.80	18,051.24	1,089.66	5.57%	2,614.22	14.48%
American Archivist	605.50	130.50	550.00	475.00	363.98%	55.50	10.09%
Archival Outlook	2,713.00	2,116.00	9,258.34	597.00	28.21%	(6,545.34)	(70.70%)
General & Administrative	7,272.84	4,854.31	7,086.00	2,418.53	49.82%	186.84	2.64%
Governance	605.00			605.00	0.00%	605.00	0.00%
Total Revenues	1,496,084.08	1,284,650.10	1,372,813.61	211,433.98	16.46%	123,270.47	8.98%
Expenses							
Membership	35,539.95	27,539.69	34,017.66	8,000.26	29.05%	1,522.29	4.47%
Annual Meeting	622,880.73	470,815.43	621,561.89	152,065.30	32.30%	1,318.84	0.21%
Publications	90,610.45	86,640.80	102,111.11	3,969.65	4.58%	(11,500.66)	(11.26%)
Education	123,340.29	135,515.02	126,656.61	(12,174.73)	(8.98%)	(3,316.32)	(2.62%)
Career Services	9,767.55	7,837.79	10,114.12	1,929.76	24.62%	(346.57)	(3.43%)
American Archivist	20,908.81	21,764.46	18,633.13	(855.65)	(3.93%)	2,275.68	12.21%
Archival Outlook	24,868.63	27,960.62	31,747.97	(3,091.99)	(11.06%)	(6,879.34)	(21.67%)
General & Administrative	165,750.71	128,675.48	170,920.90	37,075.23	28.81%	(5,170.19)	(3.02%)
Advocacy	41,406.13	33,124.74	52,438.11	8,281.39	25.00%	(11,031.98)	(21.04%)
Governance	46,477.90	50,712.62	62,353.73	(4,234.72)	(8.35%)	(15,875.83)	(25.46%)
Total Expenses	1,181,551.15	990,586.65	1,230,555.23	190,964.50	19.28%	(49,004.08)	(3.98%)
Total Net Gain/(Loss)	314,532.93	294,063.45	142,258.38	20,469.48	6.96%	172,274.55	121.10%

Society of American Archivists
Consolidated Statement of Activities
For the Three Months Ending Sunday, September 30, 2018

	<u>Year-To-Date</u> <u>9/30/2018</u>	<u>Year-To-Date</u> <u>9/30/2017</u>	<u>Budget</u> <u>9/30/2018</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	\$258,772.25	\$249,010.49	\$252,355.47	\$9,761.76	3.92%	\$6,416.78	2.54%
Subscriptions & Advertising	31,400.96	31,038.30	30,234.58	362.66	1.17%	1,166.38	3.86%
Workshops	114,821.02	156,649.53	112,725.02	(41,828.51)	(26.70%)	2,096.00	1.86%
Annual Meeting	1,015,767.22	769,780.49	878,121.05	245,986.73	31.96%	137,646.17	15.68%
Publications & CD Sales	55,595.54	65,159.79	78,852.84	(9,564.25)	(14.68%)	(23,257.30)	(29.49%)
Contributions					0.00%		0.00%
Investments	7,240.88	4,854.31	7,086.00	2,386.57	49.16%	154.88	2.19%
Shipping, Handling, & Other	12,486.21	8,157.19	13,438.65	4,329.02	53.07%	(952.44)	(7.09%)
Total Income	<u>1,496,084.08</u>	<u>1,284,650.10</u>	<u>1,372,813.61</u>	<u>211,433.98</u>	<u>16.46%</u>	<u>123,270.47</u>	<u>8.98%</u>
Expenses							
Salaries, Wages, & Benefits	299,969.27	274,191.32	281,597.72	25,777.95	9.40%	18,371.55	6.52%
Office Occupancy & Utilities	27,995.58	28,051.21	28,987.56	(55.63)	(0.20%)	(991.98)	(3.42%)
Services	596,392.46	427,513.60	583,915.56	168,878.86	39.50%	12,476.90	2.14%
Supplies	14,797.27	4,963.10	3,729.62	9,834.17	198.15%	11,067.65	296.75%
Travel	37,711.97	38,570.39	64,171.76	(858.42)	(2.23%)	(26,459.79)	(41.23%)
Leases, Rentals, & Licenses	6,851.16	10,160.37	44,577.76	(3,309.21)	(32.57%)	(37,726.60)	(84.63%)
Taxes, Dues, & Subscriptions	(27,199.36)	13,301.03	13,775.00	(40,500.39)	(304.49%)	(40,974.36)	(297.45%)
Depreciation, Cost of Goods Sold & Other	225,032.80	193,835.63	209,800.25	31,197.17	16.09%	15,232.55	7.26%
Total Expenses	<u>1,181,551.15</u>	<u>990,586.65</u>	<u>1,230,555.23</u>	<u>190,964.50</u>	<u>19.28%</u>	<u>(49,004.08)</u>	<u>(3.98%)</u>
Net Gain or (Loss)	<u>314,532.93</u>	<u>294,063.45</u>	<u>142,258.38</u>	<u>20,469.48</u>	<u>6.96%</u>	<u>172,274.55</u>	<u>121.10%</u>

**Society of American Archivists
Membership and Periodicals
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$258,772.25	\$249,010.49	\$252,355.47	\$9,761.76	3.92%	\$6,416.78	2.54%
Subscriptions & Advertising	2,915.50	1,830.50	9,283.34	1,085.00	59.27%	(6,367.84)	(68.59%)
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	1,067.40	1,777.20	1,775.00	(709.80)	(39.94%)	(707.60)	(39.86%)
Total Income	<u>262,755.15</u>	<u>252,618.19</u>	<u>263,413.81</u>	<u>10,136.96</u>	<u>4.01%</u>	<u>(658.66)</u>	<u>(0.25%)</u>
Expenses							
Salaries, Wages, & Benefits	45,563.24	39,477.23	43,036.88	6,086.01	15.42%	2,526.36	5.87%
Office Occupancy & Utilities	4,046.88	3,581.61	4,358.10	465.27	12.99%	(311.22)	(7.14%)
Services	29,591.52	32,076.93	35,338.55	(2,485.41)	(7.75%)	(5,747.03)	(16.26%)
Supplies	1,123.84	1,548.98	1,192.01	(425.14)	(27.45%)	(68.17)	(5.72%)
Travel	332.84			332.84	0.00%	332.84	0.00%
Leases, Rentals, & Licenses	659.07	580.02	473.22	79.05	13.63%	185.85	39.27%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>81,317.39</u>	<u>77,264.77</u>	<u>84,398.76</u>	<u>4,052.62</u>	<u>5.25%</u>	<u>(3,081.37)</u>	<u>(3.65%)</u>
Net Gain or (Loss)	<u>181,437.76</u>	<u>175,353.42</u>	<u>179,015.05</u>	<u>6,084.34</u>	<u>3.47%</u>	<u>2,422.71</u>	<u>1.35%</u>

**Society of American Archivists
Membership
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$258,772.25	\$249,010.49	\$252,355.47	\$9,761.76	3.92%	\$6,416.78	2.54%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>664.40</u>	<u>1,361.20</u>	<u>1,250.00</u>	<u>(696.80)</u>	<u>(51.19%)</u>	<u>(585.60)</u>	<u>(46.85%)</u>
Total Income	<u>259,436.65</u>	<u>250,371.69</u>	<u>253,605.47</u>	<u>9,064.96</u>	<u>3.62%</u>	<u>5,831.18</u>	<u>2.30%</u>
Expenses							
Salaries, Wages, & Benefits	24,658.01	20,300.75	23,312.72	4,357.26	21.46%	1,345.29	5.77%
Office Occupancy & Utilities	2,163.61	1,807.61	2,360.76	356.00	19.69%	(197.15)	(8.35%)
Services	6,917.40	3,527.85	7,006.73	3,389.55	96.08%	(89.33)	(1.27%)
Supplies	1,114.10	1,548.98	1,081.10	(434.88)	(28.08%)	33.00	3.05%
Travel	332.84			332.84	0.00%	332.84	0.00%
Leases, Rentals, & Licenses	353.99	354.50	256.35	(0.51)	(0.14%)	97.64	38.09%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>35,539.95</u>	<u>27,539.69</u>	<u>34,017.66</u>	<u>8,000.26</u>	<u>29.05%</u>	<u>1,522.29</u>	<u>4.47%</u>
Net Gain or (Loss)	<u>223,896.70</u>	<u>222,832.00</u>	<u>219,587.81</u>	<u>1,064.70</u>	<u>0.48%</u>	<u>4,308.89</u>	<u>1.96%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	2,915.50	1,830.50	9,283.34	1,085.00	59.27%	(6,367.84)	(68.59%)
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	403.00	416.00	525.00	(13.00)	(3.13%)	(122.00)	(23.24%)
Total Income	<u>3,318.50</u>	<u>2,246.50</u>	<u>9,808.34</u>	<u>1,072.00</u>	<u>47.72%</u>	<u>(6,489.84)</u>	<u>(66.17%)</u>
Expenses							
Salaries, Wages, & Benefits	20,905.23	19,176.48	19,724.16	1,728.75	9.01%	1,181.07	5.99%
Office Occupancy & Utilities	1,883.27	1,774.00	1,997.34	109.27	6.16%	(114.07)	(5.71%)
Services	22,674.12	28,549.08	28,331.82	(5,874.96)	(20.58%)	(5,657.70)	(19.97%)
Supplies	9.74		110.91	9.74	0.00%	(101.17)	(91.22%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	305.08	225.52	216.87	79.56	35.28%	88.21	40.67%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>45,777.44</u>	<u>49,725.08</u>	<u>50,381.10</u>	<u>(3,947.64)</u>	<u>(7.94%)</u>	<u>(4,603.66)</u>	<u>(9.14%)</u>
Net Gain or (Loss)	<u>(42,458.94)</u>	<u>(47,478.58)</u>	<u>(40,572.76)</u>	<u>5,019.64</u>	<u>(10.57%)</u>	<u>(1,886.18)</u>	<u>4.65%</u>

**Society of American Archivists
American Archivist
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	597.50	114.50	550.00	483.00	421.83%	47.50	8.64%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	8.00	16.00		(8.00)	(50.00%)	8.00	0.00%
Total Income	<u>605.50</u>	<u>130.50</u>	<u>550.00</u>	<u>475.00</u>	<u>363.98%</u>	<u>55.50</u>	<u>10.09%</u>
Expenses							
Salaries, Wages, & Benefits	8,119.23	7,438.85	7,389.49	680.38	9.15%	729.74	9.88%
Office Occupancy & Utilities	687.02	692.05	748.29	(5.03)	(0.73%)	(61.27)	(8.19%)
Services	11,965.88	13,548.03	10,372.55	(1,582.15)	(11.68%)	1,593.33	15.36%
Supplies	8.61		41.55	8.61	0.00%	(32.94)	(79.28%)
Travel							
Leases, Rentals, & Licenses	128.07	85.53	81.25	42.54	49.74%	46.82	57.62%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>20,908.81</u>	<u>21,764.46</u>	<u>18,633.13</u>	<u>(855.65)</u>	<u>(3.93%)</u>	<u>2,275.68</u>	<u>12.21%</u>
Net Gain or (Loss)	<u>(20,303.31)</u>	<u>(21,633.96)</u>	<u>(18,083.13)</u>	<u>1,330.65</u>	<u>(6.15%)</u>	<u>(2,220.18)</u>	<u>12.28%</u>

**Society of American Archivists
Archival Outlook
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	2,318.00	1,716.00	8,733.34	602.00	35.08%	(6,415.34)	(73.46%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	395.00	400.00	525.00	(5.00)	(1.25%)	(130.00)	(24.76%)
Total Income	<u>2,713.00</u>	<u>2,116.00</u>	<u>9,258.34</u>	<u>597.00</u>	<u>28.21%</u>	<u>(6,545.34)</u>	<u>(70.70%)</u>
Expenses							
Salaries, Wages, & Benefits	12,786.00	11,737.63	12,334.67	1,048.37	8.93%	451.33	3.66%
Office Occupancy & Utilities	1,196.25	1,081.95	1,249.05	114.30	10.56%	(52.80)	(4.23%)
Services	10,708.24	15,001.05	17,959.27	(4,292.81)	(28.62%)	(7,251.03)	(40.37%)
Supplies	1.13		69.36	1.13	0.00%	(68.23)	(98.37%)
Travel							
Leases, Rentals, & Licenses	177.01	139.99	135.62	37.02	26.44%	41.39	30.52%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>24,868.63</u>	<u>27,960.62</u>	<u>31,747.97</u>	<u>(3,091.99)</u>	<u>(11.06%)</u>	<u>(6,879.34)</u>	<u>(21.67%)</u>
Net Gain or (Loss)	<u>(22,155.63)</u>	<u>(25,844.62)</u>	<u>(22,489.63)</u>	<u>3,688.99</u>	<u>(14.27%)</u>	<u>334.00</u>	<u>(1.49%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	28,485.46	29,207.80	20,951.24	(722.34)	(2.47%)	7,534.22	35.96%
Workshops	114,821.02	156,649.53	112,725.02	(41,828.51)	(26.70%)	2,096.00	1.86%
Annual Meeting	1,015,767.22	769,780.49	878,121.05	245,986.73	31.96%	137,646.17	15.68%
Publications & CD Sales	55,595.54	65,159.79	78,852.84	(9,564.25)	(14.68%)	(23,257.30)	(29.49%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	10,781.85	6,379.99	11,663.65	4,401.86	68.99%	(881.80)	(7.56%)
Total Income	<u>1,225,451.09</u>	<u>1,027,177.60</u>	<u>1,102,313.80</u>	<u>198,273.49</u>	<u>19.30%</u>	<u>123,137.29</u>	<u>11.17%</u>
Expenses							
Salaries, Wages, & Benefits	139,446.30	138,940.65	136,398.04	505.65	0.36%	3,048.26	2.23%
Office Occupancy & Utilities	13,520.79	14,918.13	14,113.83	(1,397.34)	(9.37%)	(593.04)	(4.20%)
Services	486,159.43	327,782.48	426,407.97	158,376.95	48.32%	59,751.46	14.01%
Supplies	6,982.20	2,275.93	1,692.03	4,706.27	206.78%	5,290.17	312.65%
Travel	24,854.33	24,169.87	41,884.01	684.46	2.83%	(17,029.68)	(40.66%)
Leases, Rentals, & Licenses	4,668.89	8,399.17	42,391.21	(3,730.28)	(44.41%)	(37,722.32)	(88.99%)
Taxes, Dues, & Subscriptions	(41,096.37)	976.03		(42,072.40)	(4,310.56%)	(41,096.37)	0.00%
Depreciation, Cost of Goods Sold & Other	212,063.45	183,346.78	197,556.64	28,716.67	15.66%	14,506.81	7.34%
Total Expenses	<u>846,599.02</u>	<u>700,809.04</u>	<u>860,443.73</u>	<u>145,789.98</u>	<u>20.80%</u>	<u>(13,844.71)</u>	<u>(1.61%)</u>
Net Gain or (Loss)	<u>378,852.07</u>	<u>326,368.56</u>	<u>241,870.07</u>	<u>52,483.51</u>	<u>16.08%</u>	<u>136,982.00</u>	<u>56.63%</u>

**Society of American Archivists
Annual Meeting
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	7,820.00	9,632.00	2,900.00	(1,812.00)	(18.81%)	4,920.00	169.66%
Workshops					0.00%		0.00%
Annual Meeting	1,015,767.22	769,780.49	878,121.05	245,986.73	31.96%	137,646.17	15.68%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,587.22</u>	<u>779,412.49</u>	<u>882,371.05</u>	<u>244,174.73</u>	<u>31.33%</u>	<u>141,216.17</u>	<u>16.00%</u>
Expenses							
Salaries, Wages, & Benefits	53,086.50	50,932.50	53,342.02	2,154.00	4.23%	(255.52)	(0.48%)
Office Occupancy & Utilities	5,142.89	6,756.72	5,401.56	(1,613.83)	(23.88%)	(258.67)	(4.79%)
Services	401,512.67	244,253.17	352,331.71	157,259.50	64.38%	49,180.96	13.96%
Supplies	5,281.05	1,061.63	1,199.94	4,219.42	397.45%	4,081.11	340.11%
Travel	4,592.02	2,991.36	9,440.00	1,600.66	53.51%	(4,847.98)	(51.36%)
Leases, Rentals, & Licenses	2,648.09	6,267.40	39,408.77	(3,619.31)	(57.75%)	(36,760.68)	(93.28%)
Taxes, Dues, & Subscriptions	(41,096.37)	976.03		(42,072.40)	(4,310.56%)	(41,096.37)	0.00%
Depreciation, Cost of Goods Sold & Other	191,713.88	157,576.62	160,437.89	34,137.26	21.66%	31,275.99	19.49%
Total Expenses	<u>622,880.73</u>	<u>470,815.43</u>	<u>621,561.89</u>	<u>152,065.30</u>	<u>32.30%</u>	<u>1,318.84</u>	<u>0.21%</u>
Net Gain or (Loss)	<u>400,706.49</u>	<u>308,597.06</u>	<u>260,809.16</u>	<u>92,109.43</u>	<u>29.85%</u>	<u>139,897.33</u>	<u>53.64%</u>

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

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising	7,820.00		2,900.00	7,820.00	0.00%	4,920.00	169.66%
Workshops							
Annual Meeting	1,015,767.22		878,121.05	1,015,767.22	0.00%	137,646.17	15.68%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,350.00		0.00%	(1,350.00)	(100.00%)
Total Income	<u>1,023,587.22</u>		<u>882,371.05</u>	<u>1,023,587.22</u>	<u>0.00%</u>	<u>141,216.17</u>	<u>16.00%</u>
Expenses							
Salaries, Wages, & Benefits	48,951.01	2,788.26	50,183.57	46,162.75	1,655.61%	(1,232.56)	(2.46%)
Office Occupancy & Utilities	4,959.27	164.86	5,081.73	4,794.41	2,908.17%	(122.46)	(2.41%)
Services	397,449.09	4,341.19	352,135.60	393,107.90	9,055.30%	45,313.49	12.87%
Supplies	4,984.67		1,182.18	4,984.67	0.00%	3,802.49	321.65%
Travel	1,625.23	2,694.98	9,440.00	(1,069.75)	(39.69%)	(7,814.77)	(82.78%)
Leases, Rentals, & Licenses	2,566.50	27.78	39,325.35	2,538.72	9,138.66%	(36,758.85)	(93.47%)
Taxes, Dues, & Subscriptions	(41,096.37)			(41,096.37)	0.00%	(41,096.37)	0.00%
Depreciation, Cost of Goods Sold & Other	203,403.23	(10,017.07)	164,213.48	213,420.30	(2,130.57%)	39,189.75	23.87%
Total Expenses	<u>622,842.63</u>		<u>621,561.91</u>	<u>622,842.63</u>	<u>0.00%</u>	<u>1,280.72</u>	<u>0.21%</u>
Net Gain or (Loss)	<u>400,744.59</u>		<u>260,809.14</u>	<u>400,744.59</u>	<u>0.00%</u>	<u>139,935.45</u>	<u>53.65%</u>

**Society of American Archivists
Annual Meeting - Portland 2017
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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		9,632.00		(9,632.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		769,780.49		(769,780.49)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>779,412.49</u>		<u>(779,412.49)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		48,144.24		(48,144.24)	(100.00%)		0.00%
Office Occupancy & Utilities		6,591.86		(6,591.86)	(100.00%)		0.00%
Services		236,761.98		(236,761.98)	(100.00%)		0.00%
Supplies		1,061.63		(1,061.63)	(100.00%)		0.00%
Travel		296.38		(296.38)	(100.00%)		0.00%
Leases, Rentals, & Licenses		6,239.62		(6,239.62)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		976.03		(976.03)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		170,743.69		(170,743.69)	(100.00%)		0.00%
Total Expenses		<u>470,815.43</u>		<u>(470,815.43)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>308,597.06</u>		<u>(308,597.06)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	4,135.49		3,158.45	4,135.49	0.00%	977.04	30.93%
Office Occupancy & Utilities	183.62		319.83	183.62	0.00%	(136.21)	(42.59%)
Services	4,063.58	3,150.00	196.11	913.58	29.00%	3,867.47	1,972.09%
Supplies	296.38		17.76	296.38	0.00%	278.62	1,568.81%
Travel	2,966.79			2,966.79	0.00%	2,966.79	0.00%
Leases, Rentals, & Licenses	81.59		83.42	81.59	0.00%	(1.83)	(2.19%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(11,689.35)	(3,150.00)	(3,775.59)	(8,539.35)	271.09%	(7,913.76)	209.60%
Total Expenses	38.10		(0.02)	38.10	0.00%	38.12	(190,600.00%)
Net Gain or (Loss)	(38.10)		0.02	(38.10)	0.00%	(38.12)	(190,600.00%)

**Society of American Archivists
Publications
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	55,528.54	65,159.79	78,852.84	(9,631.25)	(14.78%)	(23,324.30)	(29.58%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>10,781.85</u>	<u>6,379.99</u>	<u>10,313.65</u>	<u>4,401.86</u>	<u>68.99%</u>	<u>468.20</u>	<u>4.54%</u>
Total Income	<u>66,310.39</u>	<u>71,539.78</u>	<u>89,166.49</u>	<u>(5,229.39)</u>	<u>(7.31%)</u>	<u>(22,856.10)</u>	<u>(25.63%)</u>
Expenses							
Salaries, Wages, & Benefits	26,069.66	23,122.73	25,046.17	2,946.93	12.74%	1,023.49	4.09%
Office Occupancy & Utilities	2,313.35	2,047.51	2,536.23	265.84	12.98%	(222.88)	(8.79%)
Services	38,665.61	31,969.01	31,567.66	6,696.60	20.95%	7,097.95	22.48%
Supplies	280.04	727.79	140.82	(447.75)	(61.52%)	139.22	98.86%
Travel	1,825.94	1,648.51	4,230.00	177.43	10.76%	(2,404.06)	(56.83%)
Leases, Rentals, & Licenses	1,165.27	1,355.09	1,471.48	(189.82)	(14.01%)	(306.21)	(20.81%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>20,290.58</u>	<u>25,770.16</u>	<u>37,118.75</u>	<u>(5,479.58)</u>	<u>(21.26%)</u>	<u>(16,828.17)</u>	<u>(45.34%)</u>
Total Expenses	<u>90,610.45</u>	<u>86,640.80</u>	<u>102,111.11</u>	<u>3,969.65</u>	<u>4.58%</u>	<u>(11,500.66)</u>	<u>(11.26%)</u>
Net Gain or (Loss)	<u>(24,300.06)</u>	<u>(15,101.02)</u>	<u>(12,944.62)</u>	<u>(9,199.04)</u>	<u>60.92%</u>	<u>(11,355.44)</u>	<u>87.72%</u>

**Society of American Archivists
Education
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	114,821.02	156,649.53	112,725.02	(41,828.51)	(26.70%)	2,096.00	1.86%
Annual Meeting							
Publications & CD Sales	67.00			67.00	0.00%	67.00	0.00%
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>114,888.02</u>	<u>156,649.53</u>	<u>112,725.02</u>	<u>(41,761.51)</u>	<u>(26.66%)</u>	<u>2,163.00</u>	<u>1.92%</u>
Expenses							
Salaries, Wages, & Benefits	58,791.35	64,376.18	56,612.31	(5,584.83)	(8.68%)	2,179.04	3.85%
Office Occupancy & Utilities	5,940.09	6,060.57	6,034.50	(120.48)	(1.99%)	(94.41)	(1.56%)
Services	38,398.50	44,766.22	35,870.79	(6,367.72)	(14.22%)	2,527.71	7.05%
Supplies	1,420.98	486.51	343.41	934.47	192.08%	1,077.57	313.79%
Travel	17,894.95	19,054.60	26,300.01	(1,159.65)	(6.09%)	(8,405.06)	(31.96%)
Leases, Rentals, & Licenses	835.43	770.94	1,495.59	64.49	8.37%	(660.16)	(44.14%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	58.99			58.99	0.00%	58.99	0.00%
Total Expenses	<u>123,340.29</u>	<u>135,515.02</u>	<u>126,656.61</u>	<u>(12,174.73)</u>	<u>(8.98%)</u>	<u>(3,316.32)</u>	<u>(2.62%)</u>
Net Gain or (Loss)	<u>(8,452.27)</u>	<u>21,134.51</u>	<u>(13,931.59)</u>	<u>(29,586.78)</u>	<u>(139.99%)</u>	<u>5,479.32</u>	<u>(39.33%)</u>

**Society of American Archivists
Career Services
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	20,665.46	19,575.80	18,051.24	1,089.66	5.57%	2,614.22	14.48%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>20,665.46</u>	<u>19,575.80</u>	<u>18,051.24</u>	<u>1,089.66</u>	<u>5.57%</u>	<u>2,614.22</u>	<u>14.48%</u>
Expenses							
Salaries, Wages, & Benefits	1,498.79	509.24	1,397.54	989.55	194.32%	101.25	7.24%
Office Occupancy & Utilities	124.46	53.33	141.54	71.13	133.38%	(17.08)	(12.07%)
Services	7,582.65	6,794.08	6,637.81	788.57	11.61%	944.84	14.23%
Supplies	0.13		7.86	0.13	0.00%	(7.73)	(98.35%)
Travel	541.42	475.40	1,914.00	66.02	13.89%	(1,372.58)	(71.71%)
Leases, Rentals, & Licenses	20.10	5.74	15.37	14.36	250.17%	4.73	30.77%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>9,767.55</u>	<u>7,837.79</u>	<u>10,114.12</u>	<u>1,929.76</u>	<u>24.62%</u>	<u>(346.57)</u>	<u>(3.43%)</u>
Net Gain or (Loss)	<u>10,897.91</u>	<u>11,738.01</u>	<u>7,937.12</u>	<u>(840.10)</u>	<u>(7.16%)</u>	<u>2,960.79</u>	<u>37.30%</u>

**Society of American Archivists
Operational Expense Centers
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments	7,240.88	4,854.31	7,086.00	2,386.57	49.16%	154.88	2.19%
Shipping, Handling, & Other	636.96			636.96	0.00%	636.96	0.00%
Total Income	<u>7,877.84</u>	<u>4,854.31</u>	<u>7,086.00</u>	<u>3,023.53</u>	<u>62.29%</u>	<u>791.84</u>	<u>11.17%</u>
Expenses							
Salaries, Wages, & Benefits	114,959.73	95,773.44	102,162.80	19,186.29	20.03%	12,796.93	12.53%
Office Occupancy & Utilities	10,427.91	9,551.47	10,515.63	876.44	9.18%	(87.72)	(0.83%)
Services	80,641.51	67,654.19	122,169.04	12,987.32	19.20%	(41,527.53)	(33.99%)
Supplies	6,691.23	1,138.19	845.58	5,553.04	487.88%	5,845.65	691.32%
Travel	12,524.80	14,400.52	22,287.75	(1,875.72)	(13.03%)	(9,762.95)	(43.80%)
Leases, Rentals, & Licenses	1,523.20	1,181.18	1,713.33	342.02	28.96%	(190.13)	(11.10%)
Taxes, Dues, & Subscriptions	13,897.01	12,325.00	13,775.00	1,572.01	12.75%	122.01	0.89%
Depreciation, Cost of Goods Sold & Other	12,969.35	10,488.85	12,243.61	2,480.50	23.65%	725.74	5.93%
Total Expenses	<u>253,634.74</u>	<u>212,512.84</u>	<u>285,712.74</u>	<u>41,121.90</u>	<u>19.35%</u>	<u>(32,078.00)</u>	<u>(11.23%)</u>
Net Gain or (Loss)	<u>(245,756.90)</u>	<u>(207,658.53)</u>	<u>(278,626.74)</u>	<u>(38,098.37)</u>	<u>18.35%</u>	<u>32,869.84</u>	<u>(11.80%)</u>

**Society of American Archivists
General & Administrative
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	7,240.88	4,854.31	7,086.00	2,386.57	49.16%	154.88	2.19%
Shipping, Handling, & Other	31.96			31.96	0.00%	31.96	0.00%
Total Income	<u>7,272.84</u>	<u>4,854.31</u>	<u>7,086.00</u>	<u>2,418.53</u>	<u>49.82%</u>	<u>186.84</u>	<u>2.64%</u>
Expenses							
Salaries, Wages, & Benefits	78,786.25	54,799.81	66,875.39	23,986.44	43.77%	11,910.86	17.81%
Office Occupancy & Utilities	6,386.93	5,562.05	6,792.36	824.88	14.83%	(405.43)	(5.97%)
Services	51,763.95	52,992.81	73,327.05	(1,228.86)	(2.32%)	(21,563.10)	(29.41%)
Supplies	6,260.83	832.19	647.16	5,428.64	652.33%	5,613.67	867.43%
Travel	7,393.26	2,980.00	9,967.75	4,413.26	148.10%	(2,574.49)	(25.83%)
Leases, Rentals, & Licenses	1,008.72	694.77	1,067.58	313.95	45.19%	(58.86)	(5.51%)
Taxes, Dues, & Subscriptions	1,181.42	325.00		856.42	263.51%	1,181.42	0.00%
Depreciation, Cost of Goods Sold & Other	12,969.35	10,488.85	12,243.61	2,480.50	23.65%	725.74	5.93%
Total Expenses	<u>165,750.71</u>	<u>128,675.48</u>	<u>170,920.90</u>	<u>37,075.23</u>	<u>28.81%</u>	<u>(5,170.19)</u>	<u>(3.02%)</u>
Net Gain or (Loss)	<u>(158,477.87)</u>	<u>(123,821.17)</u>	<u>(163,834.90)</u>	<u>(34,656.70)</u>	<u>27.99%</u>	<u>5,357.03</u>	<u>(3.27%)</u>

**Society of American Archivists
Governance
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	<u>605.00</u>			<u>605.00</u>	<u>0.00%</u>	<u>605.00</u>	<u>0.00%</u>
Total Income	<u><u>605.00</u></u>			<u><u>605.00</u></u>	<u><u>0.00%</u></u>	<u><u>605.00</u></u>	<u><u>0.00%</u></u>
Expenses							
Salaries, Wages, & Benefits	18,448.37	24,565.51	18,566.27	(6,117.14)	(24.90%)	(117.90)	(0.64%)
Office Occupancy & Utilities	2,359.53	2,440.16	2,030.04	(80.63)	(3.30%)	329.49	16.23%
Services	19,495.23	13,049.12	30,253.88	6,446.11	49.40%	(10,758.65)	(35.56%)
Supplies	108.75	306.00	104.40	(197.25)	(64.46%)	4.35	4.17%
Travel	5,099.08	10,059.63	9,420.00	(4,960.55)	(49.31%)	(4,320.92)	(45.87%)
Leases, Rentals, & Licenses	251.35	292.20	204.14	(40.85)	(13.98%)	47.21	23.13%
Taxes, Dues, & Subscriptions	715.59		1,775.00	715.59	0.00%	(1,059.41)	(59.69%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u><u>46,477.90</u></u>	<u><u>50,712.62</u></u>	<u><u>62,353.73</u></u>	<u><u>(4,234.72)</u></u>	<u><u>(8.35%)</u></u>	<u><u>(15,875.83)</u></u>	<u><u>(25.46%)</u></u>
Net Gain or (Loss)	<u><u>(45,872.90)</u></u>	<u><u>(50,712.62)</u></u>	<u><u>(62,353.73)</u></u>	<u><u>4,839.72</u></u>	<u><u>(9.54%)</u></u>	<u><u>16,480.83</u></u>	<u><u>(26.43%)</u></u>

**Society of American Archivists
Advocacy
For the Three Months Ending Sunday, September 30, 2018**

	<u>Year-To-Date 9/30/2018</u>	<u>Year-To-Date 9/30/2017</u>	<u>Budget 9/30/2018</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	17,725.11	16,408.12	16,721.14	1,316.99	8.03%	1,003.97	6.00%
Office Occupancy & Utilities	1,681.45	1,549.26	1,693.23	132.19	8.53%	(11.78)	(0.70%)
Services	9,382.33	1,612.26	18,588.11	7,770.07	481.94%	(9,205.78)	(49.53%)
Supplies	321.65		94.02	321.65	0.00%	227.63	242.11%
Travel	32.46	1,360.89	2,900.00	(1,328.43)	(97.61%)	(2,867.54)	(98.88%)
Leases, Rentals, & Licenses	263.13	194.21	441.61	68.92	35.49%	(178.48)	(40.42%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00	12,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	41,406.13	33,124.74	52,438.11	8,281.39	25.00%	(11,031.98)	(21.04%)
Net Gain or (Loss)	(41,406.13)	(33,124.74)	(52,438.11)	(8,281.39)	25.00%	11,031.98	(21.04%)