

**Society of American Archivists  
Council Meeting  
November 20, 2020  
Virtual Meeting**

**September 2020 Year-to-Date Financial Statements (FY 2021)  
(Prepared by Amy Fitch and Peter Carlson)**

**Overview**

For the month ending September 30, 2020, SAA posted a net gain of \$118,427. This is a *favorable* variance of \$98,065, as the *budgeted gain* for September was \$20,362.

Total revenues as of September 30 were lower than last year by \$418,871 (33.97%) and better than budget by \$43,873 (5.7%). Total expenses were lower than last year and budget by \$495,190 (41.58%) and \$54,193 (7.23%), respectively. The large variances with last year reflect the fact that the Austin Annual Meeting was an in-person event, while the 2020 Annual Meeting was virtual.

**Balance Sheet**

Cash and Investments balances were lower than last year by \$282,833 (16.03%) and total deferred revenues were lower than last year by \$13,924 (2.13%). The variance in deferred revenues reflects a decline in Membership Deferred Revenues. Education Deferred Revenues are up from last year (\$9,770, or 31.87%) due to a shift in scheduling. The reduction in cash balance is due to the large outlays for Nimble AMS and live-streaming at the 2019 Annual Meeting in Austin (which occurred at the beginning of FY20), as well as relatively lower receipts for the 2020 virtual Annual Meeting.

**Income Statement**

For the month ending September 30, 2020, SAA posted a net gain of \$118,427. This net gain is better than last year and budget by \$76,319 (181.25%) and \$98,065 (481.61%), respectively. Total revenues for September 2020 were lower than last year by \$418,871 (33.97%) and higher than budget by \$43,873 (5.7%). Total expenses were lower than last year and budget by \$495,190 (41.58%) and \$54,193 (7.23%), respectively.

Specific points of interest are as follows:

- **Membership:** As of September 30, overall membership increased by six members, and dues revenue was lower than last year by \$10,100 (3.91%) and *better than budget* by \$14,115 (6.03%). Membership's net gain for September was lower than last year by \$5,360 (2.47%) and better than budget by \$27,050 (14.69%). Membership deferred revenues in September were lower than last year by \$18,220 (3.2%). The decline in deferred revenue continues to slow, an early sign that our budgeting might have been conservative.
- **Annual Meeting:** As of September 30, the 2020 Joint Annual Virtual Meeting showed a net gain of \$150,276, well ahead of the budgeted estimate of \$53,226 (182.34%). Although expenses for staff effort will continue to accrue through October, revenues will as well, as registrations have continued since the event itself. We budgeted for attendance of 2,000, and actual registrations exceeded 2,400. Revenues for AM 2020 exceeded budget by \$95,050 (27.75%); expenses were \$2,001 (0.69%) less than budget.
- **Publications:** Publications showed a net loss of \$24,891 on September 30, smaller than last year's net loss by \$8,704 (25.91%) and missing budget estimates by \$5,446 (28%). Total revenue as of September 30 was lower than last year and budget by \$13,796 (18.39%) and \$20,821 (25.38%), respectively. Expenses as of September 30 were lower than last year and budget by \$22,500 (2072%) and \$15,375 (15.15%), respectively.
- **Education:** Education posted a net loss of \$10,627 for the period ending September 30. This performance falls short of last year and budget by \$7,347 (223.98%) and \$26,867 (165.44%), respectively. Total revenues fell short of budget estimates by \$35,546 (38.91%), and expenses were under budget by \$8,679 (11.55%). This reflects a slowing in on-demand sales and a later start to the schedule of live online courses.
- **Career Services:** As of September 30, Career Services posted a net gain of \$1,244, which is lower than last year by \$8,454 (87.17%) and better than budget by \$1,972 (271.03%). Revenues are lower than last year by \$16,053 (77.51%) and higher than budget by \$2,882 (162.24%). The COVID-19 pandemic has all but shut down the professional job market, and Career Center performance and budget estimates for FY21 reflect this reality.
- **General and Administrative:** The net loss in G&A for the period ending September 30 was \$117,735, which is a smaller net loss than last year and budget by \$1,308 (1.1%) and \$18,483 (13.57%), respectively. The variance with budget reflects timing of the budgeting of audit fees, and will resolve over the next few months.

**Society of American Archivists  
Balance Sheet - Operations  
Wednesday, September 30, 2020**

	<u>Fiscal 2021</u>	<u>Fiscal 2020</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,481,337.39	\$1,764,170.46	(\$282,833.07)	(16.03%)
Accounts Receivable	28,214.59	15,711.42	12,503.17	79.58%
Equipment	48,643.68	57,116.37	(8,472.69)	(14.83%)
Deposits	8,706.85	11,608.41	(2,901.56)	(25.00%)
Inventory	124,843.31	102,170.44	22,672.87	22.19%
Prepaid Expenses	36,082.89	50,250.28	(14,167.39)	(28.19%)
Due From Operations	488,648.41	460,782.55	27,865.86	6.05%
Due From Foundation	611,908.55	465,685.29	146,223.26	31.40%
Cash Clearing				(100.00%)
<b>Total Assets</b>	<u><u>2,828,385.67</u></u>	<u><u>2,927,495.22</u></u>	<u><u>(99,109.55)</u></u>	<u><u>(3.39%)</u></u>
<b>Liabilities</b>				
Accounts Payable	18,962.39	257,097.73	(238,135.34)	(92.62%)
Salaries and Wages Payable	51,154.26	42,312.54	8,841.72	20.90%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	46,511.75	51,286.84	(4,775.09)	(9.31%)
Membership	551,469.89	569,689.95	(18,220.06)	(3.20%)
Education	40,510.20	30,740.00	9,770.20	31.78%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Consultants		49.50	(49.50)	(100.00%)
Publication Pre-Sales		649.74	(649.74)	(100.00%)
<b>Total Deferred Revenues</b>	<b>638,491.84</b>	<b>652,416.03</b>	<b>(13,924.19)</b>	<b>(2.13%)</b>
Due to Council-Directed Funds	1,179,063.15	1,179,063.15		0.00%
Due To Foundation	71,493.63	37,452.79	34,040.84	90.89%
Deferred Rent	10,469.46	12,753.66	(2,284.20)	(17.91%)
<b>Total Liabilities</b>	<u><u>1,969,634.73</u></u>	<u><u>2,181,095.90</u></u>	<u><u>(211,461.17)</u></u>	<u><u>(9.70%)</u></u>
<b>Net Assets</b>				
Fund Balance	740,323.51	704,291.23	36,032.28	5.12%
Net Gain or Loss	118,427.43	42,108.09	76,319.34	181.25%
<b>Total Net Assets</b>	<u><u>858,750.94</u></u>	<u><u>746,399.32</u></u>	<u><u>112,351.62</u></u>	<u><u>15.05%</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,828,385.67</u></u>	<u><u>2,927,495.22</u></u>	<u><u>(99,109.55)</u></u>	<u><u>(3.39%)</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date</u> <u>9/30/2020</u>	<u>Year-To-Date</u> <u>9/30/2019</u>	<u>Budget</u> <u>9/30/2020</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>
<b>Operations</b>							
Membership	\$211,216.09	\$216,575.96	\$184,166.53	(\$5,359.87)	(2.47%)	\$27,049.56	14.69%
Annual Meeting	150,276.48	110,802.48	53,225.93	39,474.00	35.63%	97,050.55	182.34%
Publications	(24,891.05)	(33,595.04)	(19,445.44)	8,703.99	(25.91%)	(5,445.61)	28.00%
Education	(10,627.38)	(3,280.29)	16,239.59	(7,347.09)	223.98%	(26,866.97)	(165.44%)
Career Services	1,244.15	9,697.68	(727.46)	(8,453.53)	(87.17%)	1,971.61	(271.03%)
American Archivist	(18,403.01)	(20,087.22)	(17,823.68)	1,684.21	(8.38%)	(579.33)	3.25%
Archival Outlook	(13,134.84)	(21,161.38)	(5,879.09)	8,026.54	(37.93%)	(7,255.75)	123.42%
General & Administrative	(117,735.10)	(119,042.76)	(136,218.45)	1,307.66	(1.10%)	18,483.35	(13.57%)
Advocacy	(22,889.04)	(26,651.06)	(20,649.19)	3,762.02	(14.12%)	(2,239.85)	10.85%
Governance	(36,628.87)	(71,150.28)	(32,526.69)	34,521.41	(48.52%)	(4,102.18)	12.61%
<b>Total Net Gain/(Loss)</b>	<u>118,427.43</u>	<u>42,108.09</u>	<u>20,362.05</u>	<u>76,319.34</u>	<u>181.25%</u>	<u>98,065.38</u>	<u>481.61%</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Revenues</b>							
Membership	\$248,051.26	\$258,151.40	\$233,935.78	(\$10,100.14)	(3.91%)	\$14,115.48	6.03%
Annual Meeting	437,600.00	720,333.00	342,550.00	(282,733.00)	(39.25%)	95,050.00	27.75%
Publications	61,218.09	75,014.40	82,038.93	(13,796.31)	(18.39%)	(20,820.84)	(25.38%)
Education	55,816.48	131,187.38	91,362.49	(75,370.90)	(57.45%)	(35,546.01)	(38.91%)
Career Services	4,659.00	20,711.65	1,776.62	(16,052.65)	(77.51%)	2,882.38	162.24%
American Archivist	717.00	3,515.66	1,750.00	(2,798.66)	(79.61%)	(1,033.00)	(59.03%)
Archival Outlook	205.00	7,940.33	8,500.00	(7,735.33)	(97.42%)	(8,295.00)	(97.59%)
General & Administrative	5,975.96	16,259.82	6,006.23	(10,283.86)	(63.25%)	(30.27)	(0.50%)
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
<b>Total Revenues</b>	<u>814,242.79</u>	<u>1,233,113.64</u>	<u>770,370.05</u>	<u>(418,870.85)</u>	<u>(33.97%)</u>	<u>43,872.74</u>	<u>5.70%</u>
<b>Expenses</b>							
Membership	36,835.17	41,575.44	49,769.25	(4,740.27)	(11.40%)	(12,934.08)	(25.99%)
Annual Meeting	287,323.52	609,530.52	289,324.07	(322,207.00)	(52.86%)	(2,000.55)	(0.69%)
Publications	86,109.14	108,609.44	101,484.37	(22,500.30)	(20.72%)	(15,375.23)	(15.15%)
Education	66,443.86	134,467.67	75,122.90	(68,023.81)	(50.59%)	(8,679.04)	(11.55%)
Career Services	3,414.85	11,013.97	2,504.08	(7,599.12)	(69.00%)	910.77	36.37%
American Archivist	19,120.01	23,602.88	19,573.68	(4,482.87)	(18.99%)	(453.67)	(2.32%)
Archival Outlook	13,339.84	29,101.71	14,379.09	(15,761.87)	(54.16%)	(1,039.25)	(7.23%)
General & Administrative	123,711.06	135,302.58	142,224.68	(11,591.52)	(8.57%)	(18,513.62)	(13.02%)
Advocacy	22,889.04	26,651.06	23,099.19	(3,762.02)	(14.12%)	(210.15)	(0.91%)
Governance	36,628.87	71,150.28	32,526.69	(34,521.41)	(48.52%)	4,102.18	12.61%
<b>Total Expenses</b>	<u>695,815.36</u>	<u>1,191,005.55</u>	<u>750,008.00</u>	<u>(495,190.19)</u>	<u>(41.58%)</u>	<u>(54,192.64)</u>	<u>(7.23%)</u>
<b>Total Net Gain/(Loss)</b>	<u>118,427.43</u>	<u>42,108.09</u>	<u>20,362.05</u>	<u>76,319.34</u>	<u>181.25%</u>	<u>98,065.38</u>	<u>481.61%</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date</u> <u>9/30/2020</u>	<u>Year-To-Date</u> <u>9/30/2019</u>	<u>Budget</u> <u>9/30/2020</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>
<b>Income</b>							
Dues	\$247,426.26	\$257,455.60	\$233,512.45	(\$10,029.34)	(3.90%)	\$13,913.81	5.96%
Subscriptions & Advertising	6,376.00	32,731.64	12,026.62	(26,355.64)	(80.52%)	(5,650.62)	(46.98%)
Workshops	55,776.50	130,508.40	91,362.49	(74,731.90)	(57.26%)	(35,585.99)	(38.95%)
Annual Meeting	436,600.00	719,033.00	347,000.00	(282,433.00)	(39.28%)	89,600.00	25.82%
Publications & CD Sales	53,058.09	67,571.72	69,591.22	(14,513.63)	(21.48%)	(16,533.13)	(23.76%)
Contributions					0.00%		0.00%
Investments	5,975.96	10,080.15	6,006.23	(4,104.19)	(40.72%)	(30.27)	(0.50%)
Shipping, Handling, & Other	9,029.98	15,733.13	10,871.04	(6,703.15)	(42.61%)	(1,841.06)	(16.94%)
<b>Total Income</b>	<u>814,242.79</u>	<u>1,233,113.64</u>	<u>770,370.05</u>	<u>(418,870.85)</u>	<u>(33.97%)</u>	<u>43,872.74</u>	<u>5.70%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	258,345.43	294,471.02	257,847.68	(36,125.59)	(12.27%)	497.75	0.19%
Office Occupancy & Utilities	28,292.97	28,029.41	29,237.40	263.56	0.94%	(944.43)	(3.23%)
Services	220,287.62	551,068.73	260,685.37	(330,781.11)	(60.03%)	(40,397.75)	(15.50%)
Supplies	5,692.58	14,431.51	3,080.06	(8,738.93)	(60.55%)	2,612.52	84.82%
Travel	326.87	49,749.17		(49,422.30)	(99.34%)	326.87	0.00%
Leases, Rentals, & Licenses	3,885.89	7,899.77	4,236.52	(4,013.88)	(50.81%)	(350.63)	(8.28%)
Taxes, Dues, & Subscriptions	972.67	20,432.98	740.00	(19,460.31)	(95.24%)	232.67	31.44%
Depreciation, Cost of Goods Sold & Other	178,011.33	224,922.96	194,180.97	(46,911.63)	(20.86%)	(16,169.64)	(8.33%)
<b>Total Expenses</b>	<u>695,815.36</u>	<u>1,191,005.55</u>	<u>750,008.00</u>	<u>(495,190.19)</u>	<u>(41.58%)</u>	<u>(54,192.64)</u>	<u>(7.23%)</u>
<b>Net Gain or (Loss)</b>	<u>118,427.43</u>	<u>42,108.09</u>	<u>20,362.05</u>	<u>76,319.34</u>	<u>181.25%</u>	<u>98,065.38</u>	<u>481.61%</u>

**Society of American Archivists  
Membership and Periodicals  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$247,426.26	\$257,455.60	\$233,512.45	(\$10,029.34)	(3.90%)	\$13,913.81	5.96%
Subscriptions & Advertising	717.00	11,119.99	10,250.00	(10,402.99)	(93.55%)	(9,533.00)	(93.00%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	830.00	1,031.80	423.33	(201.80)	(19.56%)	406.67	96.06%
<b>Total Income</b>	<u>248,973.26</u>	<u>269,607.39</u>	<u>244,185.78</u>	<u>(20,634.13)</u>	<u>(7.65%)</u>	<u>4,787.48</u>	<u>1.96%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	48,227.16	42,316.81	46,960.66	5,910.35	13.97%	1,266.50	2.70%
Office Occupancy & Utilities	5,089.19	4,082.45	5,243.61	1,006.74	24.66%	(154.42)	(2.94%)
Services	14,751.21	35,823.11	22,437.04	(21,071.90)	(58.82%)	(7,685.83)	(34.26%)
Supplies	662.66	150.00	1,437.55	512.66	341.77%	(774.89)	(53.90%)
Travel		1,531.97		(1,531.97)	(100.00%)		0.00%
Leases, Rentals, & Licenses	564.80	452.21	562.34	112.59	24.90%	2.46	0.44%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		9,923.48	7,080.82	(9,923.48)	(100.00%)	(7,080.82)	(100.00%)
<b>Total Expenses</b>	<u>69,295.02</u>	<u>94,280.03</u>	<u>83,722.02</u>	<u>(24,985.01)</u>	<u>(26.50%)</u>	<u>(14,427.00)</u>	<u>(17.23%)</u>
<b>Net Gain or (Loss)</b>	<u>179,678.24</u>	<u>175,327.36</u>	<u>160,463.76</u>	<u>4,350.88</u>	<u>2.48%</u>	<u>19,214.48</u>	<u>11.97%</u>

**Society of American Archivists  
Membership  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>Last Year % Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>Budget % Variance</u>
<b>Income</b>							
Dues	\$247,426.26	\$257,455.60	\$233,512.45	(\$10,029.34)	(3.90%)	\$13,913.81	5.96%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>625.00</u>	<u>695.80</u>	<u>423.33</u>	<u>(70.80)</u>	<u>(10.18%)</u>	<u>201.67</u>	<u>47.64%</u>
<b>Total Income</b>	<u>248,051.26</u>	<u>258,151.40</u>	<u>233,935.78</u>	<u>(10,100.14)</u>	<u>(3.91%)</u>	<u>14,115.48</u>	<u>6.03%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	30,259.00	24,362.93	29,481.25	5,896.07	24.20%	777.75	2.64%
Office Occupancy & Utilities	3,195.80	2,294.39	3,291.87	901.41	39.29%	(96.07)	(2.92%)
Services	2,363.04	4,584.66	8,231.77	(2,221.62)	(48.46%)	(5,868.73)	(71.29%)
Supplies	662.66	150.00	1,330.51	512.66	341.77%	(667.85)	(50.20%)
Travel							
Leases, Rentals, & Licenses	354.67	259.98	353.03	94.69	36.42%	1.64	0.46%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		9,923.48	7,080.82	(9,923.48)	(100.00%)	(7,080.82)	(100.00%)
<b>Total Expenses</b>	<u>36,835.17</u>	<u>41,575.44</u>	<u>49,769.25</u>	<u>(4,740.27)</u>	<u>(11.40%)</u>	<u>(12,934.08)</u>	<u>(25.99%)</u>
<b>Net Gain or (Loss)</b>	<u>211,216.09</u>	<u>216,575.96</u>	<u>184,166.53</u>	<u>(5,359.87)</u>	<u>(2.47%)</u>	<u>27,049.56</u>	<u>14.69%</u>



**Society of American Archivists  
Periodicals (AA & AO)  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	717.00	11,119.99	10,250.00	(10,402.99)	(93.55%)	(9,533.00)	(93.00%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	205.00	336.00		(131.00)	(38.99%)	205.00	0.00%
<b>Total Income</b>	<u>922.00</u>	<u>11,455.99</u>	<u>10,250.00</u>	<u>(10,533.99)</u>	<u>(91.95%)</u>	<u>(9,328.00)</u>	<u>(91.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	17,968.16	17,953.88	17,479.41	14.28	0.08%	488.75	2.80%
Office Occupancy & Utilities	1,893.39	1,788.06	1,951.74	105.33	5.89%	(58.35)	(2.99%)
Services	12,388.17	31,238.45	14,205.27	(18,850.28)	(60.34%)	(1,817.10)	(12.79%)
Supplies			107.04		0.00%	(107.04)	(100.00%)
Travel		1,531.97		(1,531.97)	(100.00%)		0.00%
Leases, Rentals, & Licenses	210.13	192.23	209.31	17.90	9.31%	0.82	0.39%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>32,459.85</u>	<u>52,704.59</u>	<u>33,952.77</u>	<u>(20,244.74)</u>	<u>(38.41%)</u>	<u>(1,492.92)</u>	<u>(4.40%)</u>
<b>Net Gain or (Loss)</b>	<u>(31,537.85)</u>	<u>(41,248.60)</u>	<u>(23,702.77)</u>	<u>9,710.75</u>	<u>(23.54%)</u>	<u>(7,835.08)</u>	<u>33.06%</u>

**Society of American Archivists  
American Archivist  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	717.00	3,499.66	1,750.00	(2,782.66)	(79.51%)	(1,033.00)	(59.03%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		16.00		(16.00)	(100.00%)		0.00%
<b>Total Income</b>	<u>717.00</u>	<u>3,515.66</u>	<u>1,750.00</u>	<u>(2,798.66)</u>	<u>(79.61%)</u>	<u>(1,033.00)</u>	<u>(59.03%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	8,329.83	5,288.19	7,969.74	3,041.64	57.52%	360.09	4.52%
Office Occupancy & Utilities	863.50	586.28	889.89	277.22	47.28%	(26.39)	(2.97%)
Services	9,830.84	16,139.44	10,569.80	(6,308.60)	(39.09%)	(738.96)	(6.99%)
Supplies			48.81		0.00%	(48.81)	(100.00%)
Travel		1,531.97		(1,531.97)	(100.00%)		0.00%
Leases, Rentals, & Licenses	95.84	57.00	95.44	38.84	68.14%	0.40	0.42%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>19,120.01</u>	<u>23,602.88</u>	<u>19,573.68</u>	<u>(4,482.87)</u>	<u>(18.99%)</u>	<u>(453.67)</u>	<u>(2.32%)</u>
<b>Net Gain or (Loss)</b>	<u>(18,403.01)</u>	<u>(20,087.22)</u>	<u>(17,823.68)</u>	<u>1,684.21</u>	<u>(8.38%)</u>	<u>(579.33)</u>	<u>3.25%</u>

**Society of American Archivists  
Archival Outlook  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising		7,620.33	8,500.00	(7,620.33)	(100.00%)	(8,500.00)	(100.00%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	205.00	320.00		(115.00)	(35.94%)	205.00	0.00%
<b>Total Income</b>	<u>205.00</u>	<u>7,940.33</u>	<u>8,500.00</u>	<u>(7,735.33)</u>	<u>(97.42%)</u>	<u>(8,295.00)</u>	<u>(97.59%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	9,638.33	12,665.69	9,509.67	(3,027.36)	(23.90%)	128.66	1.35%
Office Occupancy & Utilities	1,029.89	1,201.78	1,061.85	(171.89)	(14.30%)	(31.96)	(3.01%)
Services	2,557.33	15,099.01	3,635.47	(12,541.68)	(83.06%)	(1,078.14)	(29.66%)
Supplies			58.23		0.00%	(58.23)	(100.00%)
Travel							
Leases, Rentals, & Licenses	114.29	135.23	113.87	(20.94)	(15.48%)	0.42	0.37%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>13,339.84</u>	<u>29,101.71</u>	<u>14,379.09</u>	<u>(15,761.87)</u>	<u>(54.16%)</u>	<u>(1,039.25)</u>	<u>(7.23%)</u>
<b>Net Gain or (Loss)</b>	<u>(13,134.84)</u>	<u>(21,161.38)</u>	<u>(5,879.09)</u>	<u>8,026.54</u>	<u>(37.93%)</u>	<u>(7,255.75)</u>	<u>123.42%</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	5,659.00	21,611.65	1,776.62	(15,952.65)	(73.82%)	3,882.38	218.53%
Workshops	55,776.50	130,508.40	91,362.49	(74,731.90)	(57.26%)	(35,585.99)	(38.95%)
Annual Meeting	436,600.00	719,033.00	347,000.00	(282,433.00)	(39.28%)	89,600.00	25.82%
Publications & CD Sales	53,058.09	67,571.72	69,591.22	(14,513.63)	(21.48%)	(16,533.13)	(23.76%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	8,199.98	8,521.66	7,997.71	(321.68)	(3.77%)	202.27	2.53%
<b>Total Income</b>	<u>559,293.57</u>	<u>947,246.43</u>	<u>517,728.04</u>	<u>(387,952.86)</u>	<u>(40.96%)</u>	<u>41,565.53</u>	<u>8.03%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	99,314.18	147,181.03	103,331.93	(47,866.85)	(32.52%)	(4,017.75)	(3.89%)
Office Occupancy & Utilities	11,156.93	13,895.50	11,836.95	(2,738.57)	(19.71%)	(680.02)	(5.74%)
Services	164,467.04	438,167.46	175,932.75	(273,700.42)	(62.46%)	(11,465.71)	(6.52%)
Supplies	4,118.56	5,986.57	732.67	(1,868.01)	(31.20%)	3,385.89	462.13%
Travel		32,277.56		(32,277.56)	(100.00%)		0.00%
Leases, Rentals, & Licenses	2,014.17	6,370.46	2,047.26	(4,356.29)	(68.38%)	(33.09)	(1.62%)
Taxes, Dues, & Subscriptions		20,069.98		(20,069.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	162,220.49	199,673.04	174,553.86	(37,452.55)	(18.76%)	(12,333.37)	(7.07%)
<b>Total Expenses</b>	<u>443,291.37</u>	<u>863,621.60</u>	<u>468,435.42</u>	<u>(420,330.23)</u>	<u>(48.67%)</u>	<u>(25,144.05)</u>	<u>(5.37%)</u>
<b>Net Gain or (Loss)</b>	<u>116,002.20</u>	<u>83,624.83</u>	<u>49,292.62</u>	<u>32,377.37</u>	<u>38.72%</u>	<u>66,709.58</u>	<u>135.33%</u>

**Society of American Archivists  
Annual Meeting  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	1,000.00	900.00		100.00	11.11%	1,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	436,600.00	719,033.00	342,550.00	(282,433.00)	(39.28%)	94,050.00	27.46%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
<b>Total Income</b>	<u>437,600.00</u>	<u>720,333.00</u>	<u>342,550.00</u>	<u>(282,733.00)</u>	<u>(39.25%)</u>	<u>95,050.00</u>	<u>27.75%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	33,146.23	57,736.57	38,008.16	(24,590.34)	(42.59%)	(4,861.93)	(12.79%)
Office Occupancy & Utilities	3,997.03	5,293.97	4,243.98	(1,296.94)	(24.50%)	(246.95)	(5.82%)
Services	105,141.09	346,666.99	104,785.40	(241,525.90)	(69.67%)	355.69	0.34%
Supplies	89.00	1,113.59	232.74	(1,024.59)	(92.01%)	(143.74)	(61.76%)
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses	418.09	4,606.90	455.14	(4,188.81)	(90.92%)	(37.05)	(8.14%)
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	144,532.08	168,430.32	141,598.65	(23,898.24)	(14.19%)	2,933.43	2.07%
<b>Total Expenses</b>	<u>287,323.52</u>	<u>609,530.52</u>	<u>289,324.07</u>	<u>(322,207.00)</u>	<u>(52.86%)</u>	<u>(2,000.55)</u>	<u>(0.69%)</u>
<b>Net Gain or (Loss)</b>	<u>150,276.48</u>	<u>110,802.48</u>	<u>53,225.93</u>	<u>39,474.00</u>	<u>35.63%</u>	<u>97,050.55</u>	<u>182.34%</u>

**Society of American Archivists  
Annual Meeting - Austin 2019  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising		900.00		(900.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		719,033.00		(719,033.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
<b>Total Income</b>		<u>720,333.00</u>		<u>(720,333.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits		54,600.61		(54,600.61)	(100.00%)		0.00%
Office Occupancy & Utilities		4,933.61		(4,933.61)	(100.00%)		0.00%
Services		344,123.18		(344,123.18)	(100.00%)		0.00%
Supplies		1,113.59		(1,113.59)	(100.00%)		0.00%
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses		4,573.01		(4,573.01)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		174,504.34		(174,504.34)	(100.00%)		0.00%
<b>Total Expenses</b>		<u>609,530.52</u>		<u>(609,530.52)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Net Gain or (Loss)</b>		<u>110,802.48</u>		<u>(110,802.48)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists  
Annual Meeting - Chicago 2020  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	1,000.00			1,000.00	0.00%	1,000.00	0.00%
Workshops							
Annual Meeting	436,600.00		342,550.00	436,600.00	0.00%	94,050.00	27.46%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>437,600.00</u>		<u>342,550.00</u>	<u>437,600.00</u>	<u>0.00%</u>	<u>95,050.00</u>	<u>27.75%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	32,640.34	3,135.96	38,008.16	29,504.38	940.84%	(5,367.82)	(14.12%)
Office Occupancy & Utilities	3,997.03	360.36	4,243.98	3,636.67	1,009.18%	(246.95)	(5.82%)
Services	105,111.75	2,543.81	104,785.40	102,567.94	4,032.06%	326.35	0.31%
Supplies	89.00		232.74	89.00	0.00%	(143.74)	(61.76%)
Travel							
Leases, Rentals, & Licenses	418.09	33.89	455.14	384.20	1,133.67%	(37.05)	(8.14%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	145,067.31	(6,074.02)	141,598.65	151,141.33	(2,488.32%)	3,468.66	2.45%
<b>Total Expenses</b>	<u>287,323.52</u>		<u>289,324.07</u>	<u>287,323.52</u>	<u>0.00%</u>	<u>(2,000.55)</u>	<u>(0.69%)</u>
<b>Net Gain or (Loss)</b>	<u>150,276.48</u>		<u>53,225.93</u>	<u>150,276.48</u>	<u>0.00%</u>	<u>97,050.55</u>	<u>182.34%</u>

**Society of American Archivists  
Annual Meeting - Anaheim 2021  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	505.89			505.89	0.00%	505.89	0.00%
Office Occupancy & Utilities							
Services	29.34			29.34	0.00%	29.34	0.00%
Supplies							
Travel							
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(535.23)			(535.23)	0.00%	(535.23)	0.00%
<b>Total Expenses</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>					<b>0.00%</b>		<b>0.00%</b>



**Society of American Archivists  
Publications  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting			4,450.00		0.00%	(4,450.00)	(100.00%)
Publications & CD Sales	53,058.09	67,571.72	69,591.22	(14,513.63)	(21.48%)	(16,533.13)	(23.76%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>8,160.00</u>	<u>7,442.68</u>	<u>7,997.71</u>	<u>717.32</u>	<u>9.64%</u>	<u>162.29</u>	<u>2.03%</u>
<b>Total Income</b>	<u>61,218.09</u>	<u>75,014.40</u>	<u>82,038.93</u>	<u>(13,796.31)</u>	<u>(18.39%)</u>	<u>(20,820.84)</u>	<u>(25.38%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	28,866.26	25,899.53	28,168.37	2,966.73	11.45%	697.89	2.48%
Office Occupancy & Utilities	3,084.52	2,558.41	3,145.26	526.11	20.56%	(60.74)	(1.93%)
Services	31,938.31	41,688.20	35,895.76	(9,749.89)	(23.39%)	(3,957.45)	(11.02%)
Supplies	3,382.56	4,399.40	172.47	(1,016.84)	(23.11%)	3,210.09	1,861.25%
Travel		1,665.34		(1,665.34)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,149.08	1,085.84	1,147.30	63.24	5.82%	1.78	0.16%
Taxes, Dues, & Subscriptions		70.00		(70.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>17,688.41</u>	<u>31,242.72</u>	<u>32,955.21</u>	<u>(13,554.31)</u>	<u>(43.38%)</u>	<u>(15,266.80)</u>	<u>(46.33%)</u>
<b>Total Expenses</b>	<u>86,109.14</u>	<u>108,609.44</u>	<u>101,484.37</u>	<u>(22,500.30)</u>	<u>(20.72%)</u>	<u>(15,375.23)</u>	<u>(15.15%)</u>
<b>Net Gain or (Loss)</b>	<u>(24,891.05)</u>	<u>(33,595.04)</u>	<u>(19,445.44)</u>	<u>8,703.99</u>	<u>(25.91%)</u>	<u>(5,445.61)</u>	<u>28.00%</u>

**Society of American Archivists  
Education  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops	55,776.50	130,508.40	91,362.49	(74,731.90)	(57.26%)	(35,585.99)	(38.95%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	39.98	678.98		(639.00)	(94.11%)	39.98	0.00%
<b>Total Income</b>	<u>55,816.48</u>	<u>131,187.38</u>	<u>91,362.49</u>	<u>(75,370.90)</u>	<u>(57.45%)</u>	<u>(35,546.01)</u>	<u>(38.91%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	35,743.11	61,331.31	35,596.93	(25,588.20)	(41.72%)	146.18	0.41%
Office Occupancy & Utilities	3,906.12	5,864.01	4,273.68	(1,957.89)	(33.39%)	(367.56)	(8.60%)
Services	25,719.41	41,971.58	34,508.22	(16,252.17)	(38.72%)	(8,788.81)	(25.47%)
Supplies	647.00	473.58	317.92	173.42	36.62%	329.08	103.51%
Travel		24,172.90		(24,172.90)	(100.00%)		0.00%
Leases, Rentals, & Licenses	428.22	654.29	426.15	(226.07)	(34.55%)	2.07	0.49%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>66,443.86</u>	<u>134,467.67</u>	<u>75,122.90</u>	<u>(68,023.81)</u>	<u>(50.59%)</u>	<u>(8,679.04)</u>	<u>(11.55%)</u>
<b>Net Gain or (Loss)</b>	<u>(10,627.38)</u>	<u>(3,280.29)</u>	<u>16,239.59</u>	<u>(7,347.09)</u>	<u>223.98%</u>	<u>(26,866.97)</u>	<u>(165.44%)</u>

**Society of American Archivists  
Career Services  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	4,659.00	20,711.65	1,776.62	(16,052.65)	(77.51%)	2,882.38	162.24%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>4,659.00</u>	<u>20,711.65</u>	<u>1,776.62</u>	<u>(16,052.65)</u>	<u>(77.51%)</u>	<u>2,882.38</u>	<u>162.24%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	1,558.58	2,213.62	1,558.47	(655.04)	(29.59%)	0.11	0.01%
Office Occupancy & Utilities	169.26	179.11	174.03	(9.85)	(5.50%)	(4.77)	(2.74%)
Services	1,668.23	7,840.69	743.37	(6,172.46)	(78.72%)	924.86	124.41%
Supplies			9.54		0.00%	(9.54)	(100.00%)
Travel		757.12		(757.12)	(100.00%)		0.00%
Leases, Rentals, & Licenses	18.78	23.43	18.67	(4.65)	(19.85%)	0.11	0.59%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>3,414.85</u>	<u>11,013.97</u>	<u>2,504.08</u>	<u>(7,599.12)</u>	<u>(69.00%)</u>	<u>910.77</u>	<u>36.37%</u>
<b>Net Gain or (Loss)</b>	<u>1,244.15</u>	<u>9,697.68</u>	<u>(727.46)</u>	<u>(8,453.53)</u>	<u>(87.17%)</u>	<u>1,971.61</u>	<u>(271.03%)</u>

**Society of American Archivists  
Operational Expense Centers  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
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	5,975.96	10,080.15	6,006.23	(4,104.19)	(40.72%)	(30.27)	(0.50%)
Shipping, Handling, & Other	<u>6,179.67</u>	<u>6,179.67</u>	<u>2,450.00</u>	<u>(6,179.67)</u>	<u>(100.00%)</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
<b>Total Income</b>	<u>5,975.96</u>	<u>16,259.82</u>	<u>8,456.23</u>	<u>(10,283.86)</u>	<u>(63.25%)</u>	<u>(2,480.27)</u>	<u>(29.33%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	110,804.09	104,973.18	107,555.09	5,830.91	5.55%	3,249.00	3.02%
Office Occupancy & Utilities	12,046.85	10,051.46	12,156.84	1,995.39	19.85%	(109.99)	(0.90%)
Services	41,069.37	77,078.16	62,315.58	(36,008.79)	(46.72%)	(21,246.21)	(34.09%)
Supplies	911.36	8,294.94	909.84	(7,383.58)	(89.01%)	1.52	0.17%
Travel	326.87	15,939.64		(15,612.77)	(97.95%)	326.87	0.00%
Leases, Rentals, & Licenses	1,306.92	1,077.10	1,626.92	229.82	21.34%	(320.00)	(19.67%)
Taxes, Dues, & Subscriptions	972.67	363.00	740.00	609.67	167.95%	232.67	31.44%
Depreciation, Cost of Goods Sold & Other	15,790.84	15,326.44	12,546.29	464.40	3.03%	3,244.55	25.86%
<b>Total Expenses</b>	<u>183,228.97</u>	<u>233,103.92</u>	<u>197,850.56</u>	<u>(49,874.95)</u>	<u>(21.40%)</u>	<u>(14,621.59)</u>	<u>(7.39%)</u>
<b>Net Gain or (Loss)</b>	<u>(177,253.01)</u>	<u>(216,844.10)</u>	<u>(189,394.33)</u>	<u>39,591.09</u>	<u>(18.26%)</u>	<u>12,141.32</u>	<u>(6.41%)</u>

**Society of American Archivists  
General & Administrative  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	5,975.96	10,080.15	6,006.23	(4,104.19)	(40.72%)	(30.27)	(0.50%)
Shipping, Handling, & Other	<u>6,179.67</u>	<u>6,179.67</u>	<u>6,179.67</u>	<u>(6,179.67)</u>	<u>(100.00%)</u>	<u>0.00</u>	<u>0.00%</u>
<b>Total Income</b>	<u>5,975.96</u>	<u>16,259.82</u>	<u>6,006.23</u>	<u>(10,283.86)</u>	<u>(63.25%)</u>	<u>(30.27)</u>	<u>(0.50%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	68,017.61	66,119.16	65,664.41	1,898.45	2.87%	2,353.20	3.58%
Office Occupancy & Utilities	7,463.14	6,322.80	7,354.38	1,140.34	18.04%	108.76	1.48%
Services	30,941.77	33,850.44	54,881.00	(2,908.67)	(8.59%)	(23,939.23)	(43.62%)
Supplies	345.24	7,648.78	653.31	(7,303.54)	(95.49%)	(308.07)	(47.16%)
Travel	326.87	5,359.75	1,125.29	(5,032.88)	(93.90%)	326.87	0.00%
Leases, Rentals, & Licenses	802.59	662.21	1,125.29	140.38	21.20%	(322.70)	(28.68%)
Taxes, Dues, & Subscriptions	23.00	13.00	10.00	10.00	76.92%	23.00	0.00%
Depreciation, Cost of Goods Sold & Other	15,790.84	15,326.44	12,546.29	464.40	3.03%	3,244.55	25.86%
<b>Total Expenses</b>	<u>123,711.06</u>	<u>135,302.58</u>	<u>142,224.68</u>	<u>(11,591.52)</u>	<u>(8.57%)</u>	<u>(18,513.62)</u>	<u>(13.02%)</u>
<b>Net Gain or (Loss)</b>	<u>(117,735.10)</u>	<u>(119,042.76)</u>	<u>(136,218.45)</u>	<u>1,307.66</u>	<u>(1.10%)</u>	<u>18,483.35</u>	<u>(13.57%)</u>

**Society of American Archivists  
Governance  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	25,401.68	21,476.37	24,808.26	3,925.31	18.28%	593.42	2.39%
Office Occupancy & Utilities	2,730.50	1,826.61	2,895.06	903.89	49.48%	(164.56)	(5.68%)
Services	6,682.23	38,027.90	3,634.38	(31,345.67)	(82.43%)	3,047.85	83.86%
Supplies	566.12	646.16	151.92	(80.04)	(12.39%)	414.20	272.64%
Travel		8,595.53		(8,595.53)	(100.00%)		0.00%
Leases, Rentals, & Licenses	298.67	227.71	297.07	70.96	31.16%	1.60	0.54%
Taxes, Dues, & Subscriptions	949.67	350.00	740.00	599.67	171.33%	209.67	28.33%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<b>36,628.87</b>	<b>71,150.28</b>	<b>32,526.69</b>	<b>(34,521.41)</b>	<b>(48.52%)</b>	<b>4,102.18</b>	<b>12.61%</b>
<b>Net Gain or (Loss)</b>	<b>(36,628.87)</b>	<b>(71,150.28)</b>	<b>(32,526.69)</b>	<b>34,521.41</b>	<b>(48.52%)</b>	<b>(4,102.18)</b>	<b>12.61%</b>

**Society of American Archivists  
Advocacy  
For the Three Months Ending Wednesday, September 30, 2020**

	<u>Year-To-Date 9/30/2020</u>	<u>Year-To-Date 9/30/2019</u>	<u>Budget 9/30/2020</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>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			2,450.00		0.00%	(2,450.00)	(100.00%)
<b>Total Income</b>			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	17,384.80	17,377.65	17,082.42	7.15	0.04%	302.38	1.77%
Office Occupancy & Utilities	1,853.21	1,902.05	1,907.40	(48.84)	(2.57%)	(54.19)	(2.84%)
Services	3,445.37	5,199.82	3,800.20	(1,754.45)	(33.74%)	(354.83)	(9.34%)
Supplies			104.61		0.00%	(104.61)	(100.00%)
Travel		1,984.36		(1,984.36)	(100.00%)		0.00%
Leases, Rentals, & Licenses	205.66	187.18	204.56	18.48	9.87%	1.10	0.54%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>22,889.04</u>	<u>26,651.06</u>	<u>23,099.19</u>	<u>(3,762.02)</u>	<u>(14.12%)</u>	<u>(210.15)</u>	<u>(0.91%)</u>
<b>Net Gain or (Loss)</b>	<u>(22,889.04)</u>	<u>(26,651.06)</u>	<u>(20,649.19)</u>	<u>3,762.02</u>	<u>(14.12%)</u>	<u>(2,239.85)</u>	<u>10.85%</u>