

**Society of American Archivists  
Council Meeting  
November 10, 12, 2021  
Virtual Meeting**

**September 2021 Year-to-Date Financial Statements (FY 2022)  
(Prepared by Sharmila Bhatia and Peter Carlson)**

**Overview**

For the month ending September 30, 2021, SAA posted a net gain of \$75,476. This is an *unfavorable* variance of \$48,636, as the *budgeted gain* for September was \$124,112. The variance with budget is not surprising in light of Annual Meeting registrations lagging projections by more than 400, and the extension of Beaumont's appointment for a month and a half.

Total revenues as of September 30 were lower than last year by and budget by \$30,816 (3.78%) and \$53,835 (6.43%), respectively. Total expenses were higher than last year by \$12,135 (1.74%) and lower than budget by \$5,198 (0.73%). The variances with last year reflect increased salary and benefits expenses, and the variance with budget is a result of budget timing.

**Balance Sheet**

Cash and Investments balances were higher than last year by \$159,352 (10.76%) and total deferred revenues were higher than last year by \$4,256 (0.67%). Our Cash and Investments balance has stayed strong and continues to exceed our prior period balance for FY 2021. The variance in deferred revenues is not material, but is buoyed by Education deferred revenues being up by 33.26% over this time last year.

**Income Statement**

For the month ending September 30, 2021, SAA posted a net gain of \$75,476. This net gain is smaller than last year and budget by \$42,952 (36.27%) and \$48,636 (39.19%), respectively. Total revenues as of September 2021 were lower than last year and budget by \$30,816 (3.78%), and \$53,835 (6.43%). Total expenses were higher than last year and budget by \$12,135 (1.74%) and \$5,198 (0.73%), respectively.

Specific points of interest are as follows:

- **Membership:** From August 31, through September 30, 2021 overall membership (including 51 Complimentary memberships) decreased by 89 (1.54%), and dues revenue was *the same* as last year (down \$333 or 0.13%) and *better than budget* by \$7,031 (2.93%). Membership's net gain for September was \$5,995 (2.84%) lower than last year and better than budget by \$5,853 (2.94%). Membership deferred revenues in September were \$5,604 (1.02%) *lower*

than last year. Of the overall membership decline during this period, 48 (54%) were Student or Complimentary memberships.

- **Annual Meeting:** As of September 30, the 2021 Annual Meeting showed a net gain of \$125,294, significantly short of the budgeted estimate of \$200,067 (36.87%). While we budgeted for 2500 attendees, we have realized about 2000 registrations thus far. Revenues for the conference fell short of budget estimates by \$59,939 (13.68%), and expenses were \$13,833 (5.81%) greater than budget.
- **Publications:** Publications showed a net loss of \$20,514 on September 30, smaller than last year's net loss by \$4,377 (17.58%) and better than budget estimates by \$11,775 (36.47%). Total revenue as of September 30 was lower than last year by \$5,847 (9.55%) and better than budget by \$5,489 (11%). Expenses as of September 30 were lower than last year and budget by \$10,224 (11.87%) and \$6,286 (7.65%), respectively.
- **Education:** Education posted a net gain of \$21,022 for the period ending September 30. This is better than last year by \$31,649 (297.81%) and short of budget by \$5,535 (20.84%). Total revenues fell short of budget estimates by \$22,234 (23.1%) and expenses were under budget by \$16,699 (23.97%). This lagging performance is somewhat expected due to the timing the Education schedule, and should resolve before the end of October.
- **Career Services:** As of September 30, Career Services posted a net gain of \$8,411, which is \$7,167 (576.07 %) better than last year and \$4,619 (121.81%) better than budget. Revenues of \$17,685 are higher than last year by \$13,026 (279.58%) and higher than budget by \$7,235 (69.24%). Our Career Center budget estimates for FY22 assume a slight decrease in overall performance as hedge against our requirement for employers to include salaries in job postings. It is too early to assess what, if any, affect that change is having on this program's performance. Staff will conduct an analysis of relative job board performance during the second quarter to determine how our Job Board has performed since our requirement of salary in postings went into effect.
- **General and Administrative:** The net loss in G&A for the period ending September 30 was \$165,899, which is a bigger net loss than last year by \$48,164 (40.91%) and smaller than budget by \$3,543 (2.09%). The variance with last year reflects increased staff effort distribution to this program. The positive variance with budget reflects the timing of consultant and auditing expenses that will show up in October and November. This program will likely lag budget going forward because of salary and benefits associated with the transition plan.

**Society of American Archivists  
Balance Sheet - Operations  
Thursday, September 30, 2021**

	<u>Fiscal 2022</u>	<u>Fiscal 2021</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,640,689.50	\$1,481,337.39	\$159,352.11	10.76%
Accounts Receivable	16,847.31	28,214.59	(11,367.28)	(40.29%)
Equipment	39,050.83	48,643.68	(9,592.85)	(19.72%)
Deposits	8,706.85	8,706.85		0.00%
Inventory	87,734.96	124,843.31	(37,108.35)	(29.72%)
Prepaid Expenses	41,433.53	36,082.89	5,350.64	14.83%
Due From Operations	67,799.00	488,648.41	(420,849.41)	(86.13%)
Due From Foundation	505,679.49	611,908.55	(106,229.06)	(17.36%)
Cash Clearing	411.47		411.47	(100.00%)
<b>Total Assets</b>	<u><u>2,408,352.94</u></u>	<u><u>2,828,385.67</u></u>	<u><u>(420,032.73)</u></u>	<u><u>(14.85%)</u></u>
<b>Liabilities</b>				
Accounts Payable	12,508.72	22,287.01	(9,778.29)	(43.87%)
Salaries and Wages Payable	41,195.57	51,154.26	(9,958.69)	(19.47%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	42,897.67	46,511.75	(3,614.08)	(7.77%)
Membership	545,865.63	551,469.89	(5,604.26)	(1.02%)
Education	53,985.00	40,510.20	13,474.80	33.26%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Publication Pre-Sales				(100.00%)
<b>Total Deferred Revenues</b>	<b>642,748.30</b>	<b>638,491.84</b>	<b>4,256.46</b>	<b>0.67%</b>
Due to Council-Directed Funds	836,295.00	1,179,063.15	(342,768.15)	(29.07%)
Due To Foundation	54,945.66	71,493.63	(16,547.97)	(23.15%)
Deferred Rent	8,185.26	10,469.46	(2,284.20)	(21.82%)
<b>Total Liabilities</b>	<u><u>1,595,878.51</u></u>	<u><u>1,972,959.35</u></u>	<u><u>(377,080.84)</u></u>	<u><u>(19.11%)</u></u>
<b>Net Assets</b>				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	75,475.54	118,427.43	(42,951.89)	(36.27%)
<b>Total Net Assets</b>	<u><u>812,474.43</u></u>	<u><u>855,426.32</u></u>	<u><u>(42,951.89)</u></u>	<u><u>(5.02%)</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,408,352.94</u></u>	<u><u>2,828,385.67</u></u>	<u><u>(420,032.73)</u></u>	<u><u>(14.85%)</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date</u> <u>9/30/2021</u>	<u>Year-To-Date</u> <u>9/30/2020</u>	<u>Budget</u> <u>9/30/2021</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	\$205,221.48	\$211,216.09	\$199,368.60	(\$5,994.61)	(2.84%)	\$5,852.88	2.94%
Annual Meeting	126,294.47	150,276.48	200,066.75	(23,982.01)	(15.96%)	(73,772.28)	(36.87%)
Publications	(20,514.04)	(24,891.05)	(32,288.74)	4,377.01	(17.58%)	11,774.70	(36.47%)
Education	21,021.51	(10,627.38)	26,556.18	31,648.89	(297.81%)	(5,534.67)	(20.84%)
Career Services	8,411.30	1,244.15	3,792.15	7,167.15	576.07%	4,619.15	121.81%
American Archivist	(21,143.36)	(18,403.01)	(20,377.88)	(2,740.35)	14.89%	(765.48)	3.76%
Archival Outlook	(21,006.61)	(13,134.84)	(24,024.43)	(7,871.77)	59.93%	3,017.82	(12.56%)
General & Administrative	(165,899.23)	(117,735.10)	(169,442.09)	(48,164.13)	40.91%	3,542.86	(2.09%)
Advocacy	(22,931.81)	(22,889.04)	(26,534.25)	(42.77)	0.19%	3,602.44	(13.58%)
Governance	(33,978.17)	(36,628.87)	(33,004.43)	2,650.70	(7.24%)	(973.74)	2.95%
<b>Total Net Gain/(Loss)</b>	<u>75,475.54</u>	<u>118,427.43</u>	<u>124,111.86</u>	<u>(42,951.89)</u>	<u>(36.27%)</u>	<u>(48,636.32)</u>	<u>(39.19%)</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>This Year Vs. Last Year % Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>This Year Vs. Budget % Variance</u>
<b>Revenues</b>							
Membership	\$248,341.85	\$248,051.26	\$240,681.62	\$290.59	0.12%	\$7,660.23	3.18%
Annual Meeting	378,227.00	437,600.00	438,166.66	(59,373.00)	(13.57%)	(59,939.66)	(13.68%)
Publications	55,370.93	61,218.09	49,881.83	(5,847.16)	(9.55%)	5,489.10	11.00%
Education	73,998.99	55,816.48	96,232.50	18,182.51	32.58%	(22,233.51)	(23.10%)
Career Services	17,684.75	4,659.00	10,449.40	13,025.75	279.58%	7,235.35	69.24%
American Archivist	634.00	717.00		(83.00)	(11.58%)	634.00	0.00%
Archival Outlook	3,957.62	205.00		3,752.62	1,830.55%	3,957.62	0.00%
General & Administrative	5,211.17	5,975.96	4,298.00	(764.79)	(12.80%)	913.17	21.25%
Advocacy			(2,449.00)		0.00%	2,449.00	(100.00%)
<b>Total Revenues</b>	<u>783,426.31</u>	<u>814,242.79</u>	<u>837,261.01</u>	<u>(30,816.48)</u>	<u>(3.78%)</u>	<u>(53,834.70)</u>	<u>(6.43%)</u>
<b>Expenses</b>							
Membership	43,120.37	36,835.17	41,313.02	6,285.20	17.06%	1,807.35	4.37%
Annual Meeting	251,932.53	287,323.52	238,099.91	(35,390.99)	(12.32%)	13,832.62	5.81%
Publications	75,884.97	86,109.14	82,170.57	(10,224.17)	(11.87%)	(6,285.60)	(7.65%)
Education	52,977.48	66,443.86	69,676.32	(13,466.38)	(20.27%)	(16,698.84)	(23.97%)
Career Services	9,273.45	3,414.85	6,657.25	5,858.60	171.56%	2,616.20	39.30%
American Archivist	21,777.36	19,120.01	20,377.88	2,657.35	13.90%	1,399.48	6.87%
Archival Outlook	24,964.23	13,339.84	24,024.43	11,624.39	87.14%	939.80	3.91%
General & Administrative	171,110.40	123,711.06	173,740.09	47,399.34	38.31%	(2,629.69)	(1.51%)
Advocacy	22,931.81	22,889.04	24,085.25	42.77	0.19%	(1,153.44)	(4.79%)
Governance	33,978.17	36,628.87	33,004.43	(2,650.70)	(7.24%)	973.74	2.95%
<b>Total Expenses</b>	<u>707,950.77</u>	<u>695,815.36</u>	<u>713,149.15</u>	<u>12,135.41</u>	<u>1.74%</u>	<u>(5,198.38)</u>	<u>(0.73%)</u>
<b>Total Net Gain/(Loss)</b>	<u>75,475.54</u>	<u>118,427.43</u>	<u>124,111.86</u>	<u>(42,951.89)</u>	<u>(36.27%)</u>	<u>(48,636.32)</u>	<u>(39.19%)</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date</u> <u>9/30/2021</u>	<u>Year-To-Date</u> <u>9/30/2020</u>	<u>Budget</u> <u>9/30/2021</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	\$247,093.45	\$247,426.26	\$240,062.57	(\$332.81)	(0.13%)	\$7,030.88	2.93%
Subscriptions & Advertising	23,955.37	6,376.00	10,449.40	17,579.37	275.71%	13,505.97	129.25%
Workshops	73,969.00	55,776.50	96,232.50	18,192.50	32.62%	(22,263.50)	(23.14%)
Annual Meeting	376,227.00	436,600.00	438,166.66	(60,373.00)	(13.83%)	(61,939.66)	(14.14%)
Publications & CD Sales	48,856.26	53,058.09	45,075.07	(4,201.83)	(7.92%)	3,781.19	8.39%
Contributions				0.00%			0.00%
Investments	4,266.17	5,975.96	4,298.00	(1,709.79)	(28.61%)	(31.83)	(0.74%)
Shipping, Handling, & Other	9,059.06	9,029.98	2,976.81	29.08	0.32%	6,082.25	204.32%
<b>Total Income</b>	<u>783,426.31</u>	<u>814,242.79</u>	<u>837,261.01</u>	<u>(30,816.48)</u>	<u>(3.78%)</u>	<u>(53,834.70)</u>	<u>(6.43%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	298,581.18	258,345.43	266,801.32	40,235.75	15.57%	31,779.86	11.91%
Office Occupancy & Utilities	28,344.25	28,292.97	29,665.05	51.28	0.18%	(1,320.80)	(4.45%)
Services	197,708.15	220,287.62	235,161.96	(22,579.47)	(10.25%)	(37,453.81)	(15.93%)
Supplies	1,615.73	5,692.58	2,723.21	(4,076.85)	(71.62%)	(1,107.48)	(40.67%)
Travel	3,102.29	326.87	4,375.00	2,775.42	849.09%	(1,272.71)	(29.09%)
Leases, Rentals, & Licenses	3,809.47	3,885.89	4,072.00	(76.42)	(1.97%)	(262.53)	(6.45%)
Taxes, Dues, & Subscriptions	175.00	972.67		(797.67)	(82.01%)	175.00	0.00%
Depreciation, Cost of Goods Sold & Other	174,614.70	178,011.33	170,350.61	(3,396.63)	(1.91%)	4,264.09	2.50%
<b>Total Expenses</b>	<u>707,950.77</u>	<u>695,815.36</u>	<u>713,149.15</u>	<u>12,135.41</u>	<u>1.74%</u>	<u>(5,198.38)</u>	<u>(0.73%)</u>
<b>Net Gain or (Loss)</b>	<u>75,475.54</u>	<u>118,427.43</u>	<u>124,111.86</u>	<u>(42,951.89)</u>	<u>(36.27%)</u>	<u>(48,636.32)</u>	<u>(39.19%)</u>

**Society of American Archivists  
Membership and Periodicals  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	\$247,093.45	\$247,426.26	\$240,062.57	(\$332.81)	(0.13%)	\$7,030.88	2.93%
Subscriptions & Advertising	4,270.62	717.00		3,553.62	495.62%	4,270.62	0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,569.40	830.00	619.05	739.40	89.08%	950.35	153.52%
<b>Total Income</b>	<u>252,933.47</u>	<u>248,973.26</u>	<u>240,681.62</u>	<u>3,960.21</u>	<u>1.59%</u>	<u>12,251.85</u>	<u>5.09%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	53,362.95	48,227.16	52,074.63	5,135.79	10.65%	1,288.32	2.47%
Office Occupancy & Utilities	5,501.28	5,089.19	5,702.85	412.09	8.10%	(201.57)	(3.53%)
Services	27,559.06	14,751.21	26,165.18	12,807.85	86.83%	1,393.88	5.33%
Supplies	561.35	662.66	1,203.60	(101.31)	(15.29%)	(642.25)	(53.36%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	585.03	564.80	569.07	20.23	3.58%	15.96	2.80%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	2,292.29			2,292.29	0.00%	2,292.29	0.00%
<b>Total Expenses</b>	<u>89,861.96</u>	<u>69,295.02</u>	<u>85,715.33</u>	<u>20,566.94</u>	<u>29.68%</u>	<u>4,146.63</u>	<u>4.84%</u>
<b>Net Gain or (Loss)</b>	<u>163,071.51</u>	<u>179,678.24</u>	<u>154,966.29</u>	<u>(16,606.73)</u>	<u>(9.24%)</u>	<u>8,105.22</u>	<u>5.23%</u>

**Society of American Archivists  
Membership  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	\$247,093.45	\$247,426.26	\$240,062.57	(\$332.81)	(0.13%)	\$7,030.88	2.93%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,248.40</u>	<u>625.00</u>	<u>619.05</u>	<u>623.40</u>	<u>99.74%</u>	<u>629.35</u>	<u>101.66%</u>
<b>Total Income</b>	<u>248,341.85</u>	<u>248,051.26</u>	<u>240,681.62</u>	<u>290.59</u>	<u>0.12%</u>	<u>7,660.23</u>	<u>3.18%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	33,743.38	30,259.00	32,932.67	3,484.38	11.52%	810.71	2.46%
Office Occupancy & Utilities	3,478.67	3,195.80	3,606.57	282.87	8.85%	(127.90)	(3.55%)
Services	2,674.74	2,363.04	3,321.89	311.70	13.19%	(647.15)	(19.48%)
Supplies	561.35	662.66	1,092.00	(101.31)	(15.29%)	(530.65)	(48.59%)
Travel							
Leases, Rentals, & Licenses	369.94	354.67	359.89	15.27	4.31%	10.05	2.79%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>2,292.29</u>			<u>2,292.29</u>	<u>0.00%</u>	<u>2,292.29</u>	<u>0.00%</u>
<b>Total Expenses</b>	<u>43,120.37</u>	<u>36,835.17</u>	<u>41,313.02</u>	<u>6,285.20</u>	<u>17.06%</u>	<u>1,807.35</u>	<u>4.37%</u>
<b>Net Gain or (Loss)</b>	<u>205,221.48</u>	<u>211,216.09</u>	<u>199,368.60</u>	<u>(5,994.61)</u>	<u>(2.84%)</u>	<u>5,852.88</u>	<u>2.94%</u>



**Society of American Archivists  
Periodicals (AA & AO)  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	4,270.62	717.00		3,553.62	495.62%	4,270.62	0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	321.00	205.00		116.00	56.59%	321.00	0.00%
<b>Total Income</b>	<u>4,591.62</u>	<u>922.00</u>		<u>3,669.62</u>	<u>398.01%</u>	<u>4,591.62</u>	<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	19,619.57	17,968.16	19,141.96	1,651.41	9.19%	477.61	2.50%
Office Occupancy & Utilities	2,022.61	1,893.39	2,096.28	129.22	6.82%	(73.67)	(3.51%)
Services	24,884.32	12,388.17	22,843.29	12,496.15	100.87%	2,041.03	8.93%
Supplies			111.60		0.00%	(111.60)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	215.09	210.13	209.18	4.96	2.36%	5.91	2.83%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>46,741.59</u>	<u>32,459.85</u>	<u>44,402.31</u>	<u>14,281.74</u>	<u>44.00%</u>	<u>2,339.28</u>	<u>5.27%</u>
<b>Net Gain or (Loss)</b>	<u>(42,149.97)</u>	<u>(31,537.85)</u>	<u>(44,402.31)</u>	<u>(10,612.12)</u>	<u>33.65%</u>	<u>2,252.34</u>	<u>(5.07%)</u>

**Society of American Archivists  
American Archivist  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	578.00	717.00		(139.00)	(19.39%)	578.00	0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	56.00			56.00	0.00%	56.00	0.00%
<b>Total Income</b>	<u>634.00</u>	<u>717.00</u>		<u>(83.00)</u>	<u>(11.58%)</u>	<u>634.00</u>	<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	9,311.48	8,329.83	9,091.87	981.65	11.78%	219.61	2.42%
Office Occupancy & Utilities	959.94	863.50	995.67	96.44	11.17%	(35.73)	(3.59%)
Services	11,403.86	9,830.84	10,137.98	1,573.02	16.00%	1,265.88	12.49%
Supplies			53.01		0.00%	(53.01)	(100.00%)
Travel							
Leases, Rentals, & Licenses	102.08	95.84	99.35	6.24	6.51%	2.73	2.75%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>21,777.36</u>	<u>19,120.01</u>	<u>20,377.88</u>	<u>2,657.35</u>	<u>13.90%</u>	<u>1,399.48</u>	<u>6.87%</u>
<b>Net Gain or (Loss)</b>	<u>(21,143.36)</u>	<u>(18,403.01)</u>	<u>(20,377.88)</u>	<u>(2,740.35)</u>	<u>14.89%</u>	<u>(765.48)</u>	<u>3.76%</u>

**Society of American Archivists  
Archival Outlook  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	3,692.62			3,692.62	0.00%	3,692.62	0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>265.00</u>	<u>205.00</u>		<u>60.00</u>	<u>29.27%</u>	<u>265.00</u>	<u>0.00%</u>
<b>Total Income</b>	<u><b>3,957.62</b></u>	<u><b>205.00</b></u>		<u><b>3,752.62</b></u>	<u><b>1,830.55%</b></u>	<u><b>3,957.62</b></u>	<u><b>0.00%</b></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	10,308.09	9,638.33	10,050.09	669.76	6.95%	258.00	2.57%
Office Occupancy & Utilities	1,062.67	1,029.89	1,100.61	32.78	3.18%	(37.94)	(3.45%)
Services	13,480.46	2,557.33	12,705.31	10,923.13	427.13%	775.15	6.10%
Supplies			58.59		0.00%	(58.59)	(100.00%)
Travel							
Leases, Rentals, & Licenses	113.01	114.29	109.83	(1.28)	(1.12%)	3.18	2.90%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u><b>24,964.23</b></u>	<u><b>13,339.84</b></u>	<u><b>24,024.43</b></u>	<u><b>11,624.39</b></u>	<u><b>87.14%</b></u>	<u><b>939.80</b></u>	<u><b>3.91%</b></u>
<b>Net Gain or (Loss)</b>	<u><b>(21,006.61)</b></u>	<u><b>(13,134.84)</b></u>	<u><b>(24,024.43)</b></u>	<u><b>(7,871.77)</b></u>	<u><b>59.93%</b></u>	<u><b>3,017.82</b></u>	<u><b>(12.56%)</b></u>

**Society of American Archivists  
Operational Revenue Centers  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	19,684.75	5,659.00	10,449.40	14,025.75	247.85%	9,235.35	88.38%
Workshops	73,969.00	55,776.50	96,232.50	18,192.50	32.62%	(22,263.50)	(23.14%)
Annual Meeting	376,227.00	436,600.00	438,166.66	(60,373.00)	(13.83%)	(61,939.66)	(14.14%)
Publications & CD Sales	48,856.26	53,058.09	45,075.07	(4,201.83)	(7.92%)	3,781.19	8.39%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,544.66	8,199.98	4,806.76	(1,655.32)	(20.19%)	1,737.90	36.16%
<b>Total Income</b>	<u>525,281.67</u>	<u>559,293.57</u>	<u>594,730.39</u>	<u>(34,011.90)</u>	<u>(6.08%)</u>	<u>(69,448.72)</u>	<u>(11.68%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	91,007.49	99,314.18	88,830.86	(8,306.69)	(8.36%)	2,176.63	2.45%
Office Occupancy & Utilities	9,382.08	11,156.93	10,028.13	(1,774.85)	(15.91%)	(646.05)	(6.44%)
Services	129,923.27	164,467.04	138,495.69	(34,543.77)	(21.00%)	(8,572.42)	(6.19%)
Supplies	61.93	4,118.56	534.50	(4,056.63)	(98.50%)	(472.57)	(88.41%)
Travel	1,950.90		2,500.00	1,950.90	0.00%	(549.10)	(21.96%)
Leases, Rentals, & Licenses	1,807.73	2,014.17	1,780.73	(206.44)	(10.25%)	27.00	1.52%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	155,935.03	162,220.49	154,434.14	(6,285.46)	(3.87%)	1,500.89	0.97%
<b>Total Expenses</b>	<u>390,068.43</u>	<u>443,291.37</u>	<u>396,604.05</u>	<u>(53,222.94)</u>	<u>(12.01%)</u>	<u>(6,535.62)</u>	<u>(1.65%)</u>
<b>Net Gain or (Loss)</b>	<u>135,213.24</u>	<u>116,002.20</u>	<u>198,126.34</u>	<u>19,211.04</u>	<u>16.56%</u>	<u>(62,913.10)</u>	<u>(31.75%)</u>

**Society of American Archivists  
Annual Meeting  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	2,000.00	1,000.00		1,000.00	100.00%	2,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	376,227.00	436,600.00	438,166.66	(60,373.00)	(13.83%)	(61,939.66)	(14.14%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>	<u>378,227.00</u>	<u>437,600.00</u>	<u>438,166.66</u>	<u>(59,373.00)</u>	<u>(13.57%)</u>	<u>(59,939.66)</u>	<u>(13.68%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	28,532.36	33,146.23	27,846.87	(4,613.87)	(13.92%)	685.49	2.46%
Office Occupancy & Utilities	2,941.44	3,997.03	3,049.59	(1,055.59)	(26.41%)	(108.15)	(3.55%)
Services	77,907.20	105,141.09	69,816.88	(27,233.89)	(25.90%)	8,090.32	11.59%
Supplies		89.00	162.33	(89.00)	(100.00%)	(162.33)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	312.80	418.09	304.31	(105.29)	(25.18%)	8.49	2.79%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	140,160.87	144,532.08	134,419.93	(4,371.21)	(3.02%)	5,740.94	4.27%
<b>Total Expenses</b>	<u>251,932.53</u>	<u>287,323.52</u>	<u>238,099.91</u>	<u>(35,390.99)</u>	<u>(12.32%)</u>	<u>13,832.62</u>	<u>5.81%</u>
<b>Net Gain or (Loss)</b>	<u>126,294.47</u>	<u>150,276.48</u>	<u>200,066.75</u>	<u>(23,982.01)</u>	<u>(15.96%)</u>	<u>(73,772.28)</u>	<u>(36.87%)</u>

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

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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)	(100.00%)		0.00%
Workshops							
Annual Meeting		436,600.00		(436,600.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>		<b>437,600.00</b>		<b>(437,600.00)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits		32,640.34		(32,640.34)	(100.00%)		0.00%
Office Occupancy & Utilities		3,997.03		(3,997.03)	(100.00%)		0.00%
Services		105,111.75		(105,111.75)	(100.00%)		0.00%
Supplies		89.00		(89.00)	(100.00%)		0.00%
Travel							
Leases, Rentals, & Licenses		418.09		(418.09)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		145,067.31		(145,067.31)	(100.00%)		0.00%
<b>Total Expenses</b>		<b>287,323.52</b>		<b>(287,323.52)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>		<b>150,276.48</b>		<b>(150,276.48)</b>	<b>(100.00%)</b>		<b>0.00%</b>

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

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	2,000.00			2,000.00	0.00%	2,000.00	0.00%
Workshops							
Annual Meeting	376,227.00		438,166.66	376,227.00	0.00%	(61,939.66)	(14.14%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>378,227.00</u>		<u>438,166.66</u>	<u>378,227.00</u>	<u>0.00%</u>	<u>(59,939.66)</u>	<u>(13.68%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	19,447.00	505.89	27,846.87	18,941.11	3,744.12%	(8,399.87)	(30.16%)
Office Occupancy & Utilities	1,960.30		3,049.59	1,960.30	0.00%	(1,089.29)	(35.72%)
Services	77,283.41	29.34	69,816.88	77,254.07	263,306.31%	7,466.53	10.69%
Supplies			162.33		0.00%	(162.33)	(100.00%)
Travel	2,077.86		2,500.00	2,077.86	0.00%	(422.14)	(16.89%)
Leases, Rentals, & Licenses	216.73		304.31	216.73	0.00%	(87.58)	(28.78%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	150,947.23	(535.23)	134,419.93	151,482.46	(28,302.31%)	16,527.30	12.30%
<b>Total Expenses</b>	<u>251,932.53</u>		<u>238,099.91</u>	<u>251,932.53</u>	<u>0.00%</u>	<u>13,832.62</u>	<u>5.81%</u>
<b>Net Gain or (Loss)</b>	<u>126,294.47</u>		<u>200,066.75</u>	<u>126,294.47</u>	<u>0.00%</u>	<u>(73,772.28)</u>	<u>(36.87%)</u>

**Society of American Archivists  
Annual Meeting - Boston 2022  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	9,085.36			9,085.36	0.00%	9,085.36	0.00%
Office Occupancy & Utilities	981.14			981.14	0.00%	981.14	0.00%
Services	623.79			623.79	0.00%	623.79	0.00%
Supplies							
Travel							
Leases, Rentals, & Licenses	96.07			96.07	0.00%	96.07	0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(10,786.36)			(10,786.36)	0.00%	(10,786.36)	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 Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	48,856.26	53,058.09	45,075.07	(4,201.83)	(7.92%)	3,781.19	8.39%
Contributions							
Investments							
Shipping, Handling, & Other	<u>6,514.67</u>	<u>8,160.00</u>	<u>4,806.76</u>	<u>(1,645.33)</u>	<u>(20.16%)</u>	<u>1,707.91</u>	<u>35.53%</u>
<b>Total Income</b>	<u>55,370.93</u>	<u>61,218.09</u>	<u>49,881.83</u>	<u>(5,847.16)</u>	<u>(9.55%)</u>	<u>5,489.10</u>	<u>11.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	26,880.81	28,866.26	26,230.83	(1,985.45)	(6.88%)	649.98	2.48%
Office Occupancy & Utilities	2,771.19	3,084.52	2,872.59	(313.33)	(10.16%)	(101.40)	(3.53%)
Services	29,292.18	31,938.31	31,803.38	(2,646.13)	(8.29%)	(2,511.20)	(7.90%)
Supplies	61.93	3,382.56	152.91	(3,320.63)	(98.17%)	(90.98)	(59.50%)
Travel							
Leases, Rentals, & Licenses	1,104.70	1,149.08	1,096.65	(44.38)	(3.86%)	8.05	0.73%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>15,774.16</u>	<u>17,688.41</u>	<u>20,014.21</u>	<u>(1,914.25)</u>	<u>(10.82%)</u>	<u>(4,240.05)</u>	<u>(21.19%)</u>
<b>Total Expenses</b>	<u>75,884.97</u>	<u>86,109.14</u>	<u>82,170.57</u>	<u>(10,224.17)</u>	<u>(11.87%)</u>	<u>(6,285.60)</u>	<u>(7.65%)</u>
<b>Net Gain or (Loss)</b>	<u>(20,514.04)</u>	<u>(24,891.05)</u>	<u>(32,288.74)</u>	<u>4,377.01</u>	<u>(17.58%)</u>	<u>11,774.70</u>	<u>(36.47%)</u>

**Society of American Archivists  
Education  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	73,969.00	55,776.50	96,232.50	18,192.50	32.62%	(22,263.50)	(23.14%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>29.99</u>	<u>39.98</u>	<u>          </u>	<u>(9.99)</u>	<u>(24.99%)</u>	<u>29.99</u>	<u>0.00%</u>
<b>Total Income</b>	<u><b>73,998.99</b></u>	<u><b>55,816.48</b></u>	<u><b>96,232.50</b></u>	<u><b>18,182.51</b></u>	<u><b>32.58%</b></u>	<u><b>(22,233.51)</b></u>	<u><b>(23.10%)</b></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	32,889.15	35,743.11	32,101.39	(2,853.96)	(7.98%)	787.76	2.45%
Office Occupancy & Utilities	3,390.57	3,906.12	3,815.52	(515.55)	(13.20%)	(424.95)	(11.14%)
Services	16,464.12	25,719.41	33,204.80	(9,255.29)	(35.99%)	(16,740.68)	(50.42%)
Supplies		647.00	203.81	(647.00)	(100.00%)	(203.81)	(100.00%)
Travel	(126.96)			(126.96)	0.00%	(126.96)	0.00%
Leases, Rentals, & Licenses	360.60	428.22	350.80	(67.62)	(15.79%)	9.80	2.79%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					<u>0.00%</u>		<u>0.00%</u>
<b>Total Expenses</b>	<u><b>52,977.48</b></u>	<u><b>66,443.86</b></u>	<u><b>69,676.32</b></u>	<u><b>(13,466.38)</b></u>	<u><b>(20.27%)</b></u>	<u><b>(16,698.84)</b></u>	<u><b>(23.97%)</b></u>
<b>Net Gain or (Loss)</b>	<u><b>21,021.51</b></u>	<u><b>(10,627.38)</b></u>	<u><b>26,556.18</b></u>	<u><b>31,648.89</b></u>	<u><b>(297.81%)</b></u>	<u><b>(5,534.67)</b></u>	<u><b>(20.84%)</b></u>

**Society of American Archivists  
Career Services  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	17,684.75	4,659.00	10,449.40	13,025.75	279.58%	7,235.35	69.24%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>17,684.75</u>	<u>4,659.00</u>	<u>10,449.40</u>	<u>13,025.75</u>	<u>279.58%</u>	<u>7,235.35</u>	<u>69.24%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	2,705.17	1,558.58	2,651.77	1,146.59	73.57%	53.40	2.01%
Office Occupancy & Utilities	278.88	169.26	290.43	109.62	64.76%	(11.55)	(3.98%)
Services	6,259.77	1,668.23	3,670.63	4,591.54	275.23%	2,589.14	70.54%
Supplies			15.45		0.00%	(15.45)	(100.00%)
Travel							
Leases, Rentals, & Licenses	29.63	18.78	28.97	10.85	57.77%	0.66	2.28%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>9,273.45</u>	<u>3,414.85</u>	<u>6,657.25</u>	<u>5,858.60</u>	<u>171.56%</u>	<u>2,616.20</u>	<u>39.30%</u>
<b>Net Gain or (Loss)</b>	<u>8,411.30</u>	<u>1,244.15</u>	<u>3,792.15</u>	<u>7,167.15</u>	<u>576.07%</u>	<u>4,619.15</u>	<u>121.81%</u>

**Society of American Archivists  
Operational Expense Centers  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	4,266.17	5,975.96	4,298.00	(1,709.79)	(28.61%)	(31.83)	(0.74%)
Shipping, Handling, & Other	945.00		(2,449.00)	945.00	0.00%	3,394.00	(138.59%)
<b>Total Income</b>	<u>5,211.17</u>	<u>5,975.96</u>	<u>1,849.00</u>	<u>(764.79)</u>	<u>(12.80%)</u>	<u>3,362.17</u>	<u>181.84%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	154,210.74	110,804.09	125,895.83	43,406.65	39.17%	28,314.91	22.49%
Office Occupancy & Utilities	13,460.89	12,046.85	13,934.07	1,414.04	11.74%	(473.18)	(3.40%)
Services	40,225.82	41,069.37	70,501.09	(843.55)	(2.05%)	(30,275.27)	(42.94%)
Supplies	992.45	911.36	985.11	81.09	8.90%	7.34	0.75%
Travel	1,151.39	326.87	1,875.00	824.52	252.25%	(723.61)	(38.59%)
Leases, Rentals, & Licenses	1,416.71	1,306.92	1,722.20	109.79	8.40%	(305.49)	(17.74%)
Taxes, Dues, & Subscriptions	175.00	972.67		(797.67)	(82.01%)	175.00	0.00%
Depreciation, Cost of Goods Sold & Other	16,387.38	15,790.84	15,916.47	596.54	3.78%	470.91	2.96%
<b>Total Expenses</b>	<u>228,020.38</u>	<u>183,228.97</u>	<u>230,829.77</u>	<u>44,791.41</u>	<u>24.45%</u>	<u>(2,809.39)</u>	<u>(1.22%)</u>
<b>Net Gain or (Loss)</b>	<u>(222,809.21)</u>	<u>(177,253.01)</u>	<u>(228,980.77)</u>	<u>(45,556.20)</u>	<u>25.70%</u>	<u>6,171.56</u>	<u>(2.70%)</u>

**Society of American Archivists  
General & Administrative  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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	4,266.17	5,975.96	4,298.00	(1,709.79)	(28.61%)	(31.83)	(0.74%)
Shipping, Handling, & Other	945.00			945.00	0.00%	945.00	0.00%
<b>Total Income</b>	<u>5,211.17</u>	<u>5,975.96</u>	<u>4,298.00</u>	<u>(764.79)</u>	<u>(12.80%)</u>	<u>913.17</u>	<u>21.25%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	109,646.67	68,017.61	82,415.72	41,629.06	61.20%	27,230.95	33.04%
Office Occupancy & Utilities	8,847.74	7,463.14	9,047.46	1,384.60	18.55%	(199.72)	(2.21%)
Services	32,981.65	30,941.77	62,881.73	2,039.88	6.59%	(29,900.08)	(47.55%)
Supplies	992.45	345.24	731.64	647.21	187.47%	260.81	35.65%
Travel	1,151.39	326.87	1,500.00	824.52	252.25%	(348.61)	(23.24%)
Leases, Rentals, & Licenses	928.12	802.59	1,247.07	125.53	15.64%	(318.95)	(25.58%)
Taxes, Dues, & Subscriptions	175.00	23.00		152.00	660.87%	175.00	0.00%
Depreciation, Cost of Goods Sold & Other	16,387.38	15,790.84	15,916.47	596.54	3.78%	470.91	2.96%
<b>Total Expenses</b>	<u>171,110.40</u>	<u>123,711.06</u>	<u>173,740.09</u>	<u>47,399.34</u>	<u>38.31%</u>	<u>(2,629.69)</u>	<u>(1.51%)</u>
<b>Net Gain or (Loss)</b>	<u>(165,899.23)</u>	<u>(117,735.10)</u>	<u>(169,442.09)</u>	<u>(48,164.13)</u>	<u>40.91%</u>	<u>3,542.86</u>	<u>(2.09%)</u>

**Society of American Archivists  
Governance  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	26,909.27	25,401.68	26,250.31	1,507.59	5.94%	658.96	2.51%
Office Occupancy & Utilities	2,793.08	2,730.50	2,999.73	62.58	2.29%	(206.65)	(6.89%)
Services	3,980.80	6,682.23	3,314.51	(2,701.43)	(40.43%)	666.29	20.10%
Supplies		566.12	153.03	(566.12)	(100.00%)	(153.03)	(100.00%)
Travel							
Leases, Rentals, & Licenses	295.02	298.67	286.85	(3.65)	(1.22%)	8.17	2.85%
Taxes, Dues, & Subscriptions		949.67		(949.67)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<b>33,978.17</b>	<b>36,628.87</b>	<b>33,004.43</b>	<b>(2,650.70)</b>	<b>(7.24%)</b>	<b>973.74</b>	<b>2.95%</b>
<b>Net Gain or (Loss)</b>	<b>(33,978.17)</b>	<b>(36,628.87)</b>	<b>(33,004.43)</b>	<b>2,650.70</b>	<b>(7.24%)</b>	<b>(973.74)</b>	<b>2.95%</b>

**Society of American Archivists  
Advocacy  
For the Three Months Ending Thursday, September 30, 2021**

	<u>Year-To-Date 9/30/2021</u>	<u>Year-To-Date 9/30/2020</u>	<u>Budget 9/30/2021</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			(2,449.00)		0.00%	2,449.00	(100.00%)
<b>Total Income</b>			<u>(2,449.00)</u>		<u>0.00%</u>	<u>2,449.00</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	17,654.80	17,384.80	17,229.80	270.00	1.55%	425.00	2.47%
Office Occupancy & Utilities	1,820.07	1,853.21	1,886.88	(33.14)	(1.79%)	(66.81)	(3.54%)
Services	3,263.37	3,445.37	4,304.85	(182.00)	(5.28%)	(1,041.48)	(24.19%)
Supplies			100.44		0.00%	(100.44)	(100.00%)
Travel			375.00		0.00%	(375.00)	(100.00%)
Leases, Rentals, & Licenses	193.57	205.66	188.28	(12.09)	(5.88%)	5.29	2.81%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>22,931.81</u>	<u>22,889.04</u>	<u>24,085.25</u>	<u>42.77</u>	<u>0.19%</u>	<u>(1,153.44)</u>	<u>(4.79%)</u>
<b>Net Gain or (Loss)</b>	<u>(22,931.81)</u>	<u>(22,889.04)</u>	<u>(26,534.25)</u>	<u>(42.77)</u>	<u>0.19%</u>	<u>3,602.44</u>	<u>(13.58%)</u>