

**Society of American Archivists
Council Meeting
November 1, 3, 2022
Virtual Meeting**

**August Year-to-Date Financial Statements
(Prepared by Sharmila Bhatia and Peter Carlson)**

Overview

For the month ending August 31, 2022, SAA posted a net gain of \$246,374. This is a *favorable* variance of \$182,320 (284.64%) as the budgeted *gain* for August was \$64,053. It is important to note that this net gain does not reflect all expenses for the Annual Meeting in Boston, though still represents a solid performance for the first to months of FY '23.

Total revenues as of August 31 were better than last year by \$211,320 (32.1%) and fell short of budget by \$157,770 (15.36%). Total expenses were higher than last year by \$51,994 (9.1%) and lower than budget by \$340,090 (35.3%) The variance with budget reflects the delay in food service, audio-visual, and shipping expenses for the Annual Meeting, and some savings due to staff turnover.

Balance Sheet

As of August 31, 2022, Cash and Investments balances were higher than last year by \$319,821 (18.52%) and total deferred revenues were *higher* than last year by \$31,192 (4.83%). Our Cash and Investments balance continues to be strong and exceed our prior period balance for FY 2022. Membership and Education deferred revenues are higher than at the same time last year by 2.36% and 43.11%, respectively.

Income Statement

For the month ending August 31, 2022, SAA posted a net gain of \$246,374, well ahead of budgeted estimates by \$182,320 (284.64%) and better than last year by \$159,326 (183.03%). Total revenues as of August 31 were higher than last year by \$211,320 (32.10%) and lower than budget by \$157,770 (15.36%). Total expenses were higher than last year by \$51,994 (9.1%) and short of budget by \$340,090 (35.3%). The variance with budget is due to timing of expenses in Annual Meeting. The revenue variance compared to budget is the result of the timing of Education revenues, and missing our registration estimates for the Annual Meeting.

Specific points of interest are as follows:

- **Membership:** From July 31, 2022 through August 31, 2022, overall membership (including 21 Complimentary memberships) *decreased* by 9 (0.16%). Total membership as of August

31 was 5,601, and Dues revenue was ahead of last year by \$2,824 (1.71%) and *better than budget* by \$2,057 (1.24%). Membership's net gain as of August was \$8,666 (6.4%), better than last year and better than budget by \$13,826 (10.61%) Membership deferred revenues in August were \$13,258 (2.36%) higher than at this time last year.

- **Annual Meeting:** As of August 31, 2022 the 2022 Annual Meeting showed a net gain of \$277,083, significantly better than the budgeted estimate of \$137,174 (112.37%). The reason for this is that the timing of final invoices for several large items lagged into September and October, so this gain is overstated, and will resolve in next month's report. With lagging expenses totaling approximately \$185,000, the net gain for the annual meeting is approximately \$152,590. This is better than the budgeted net gain of \$137,174 by \$15,416 (11.24%).

While we budgeted for 1000 Virtual and 875 In-person (1,875) attendees, we have realized about 1,664 full registrations thus far. Revenues for the conference fell short of budget estimates by \$95,299 (13.42%), and expenses are trending slightly lower overall. The expense savings is largely the result of savings on staff salaries. September financial report will provide a clearer picture of our performance in our first Hybrid Annual Meeting.

- **Publications:** Publications posted and net loss of \$13,733 for the period ending August 31, 2022. This is a greater net loss than last year by \$1,174 (9.35%) and slightly better than budget by \$1,941 (12.38%). Revenues are well short of last year and budget by \$17,142 (38.67%) and \$10,066 (27.02%), respectively. The variance with budget is partially due to delays in printing a new title. Expenses are \$12,007 (22.69%) below budget estimates.
- **Education:** Education posted a net loss of \$13,976 for the period ending August 31. This is behind last year and budget by \$30,942 (182.37%) and \$38,736 (156.44%), respectively. Total revenues fell short of budget estimates by \$59,398 (62.04%) and expenses were under budget by \$20,662 (29.11%). As anticipated, with a lighter course schedule in the first few months of the fiscal year, Education performance has lagged behind expectations. Education deferred revenues of \$61,703 are strong, \$18,586 (43.11%) ahead of last year at this time.
- **Career Services:** As of August 31, Career Services posted a net gain of \$9,945, which is better than last year and budget by \$4,089 (69.84%) and 6,174 (163.71%), respectively. Revenues totaling \$17,576 exceeded last year and budget by \$5,302 (43.2%) and by \$3,494 (24.81%). Our Career Center budget estimates for FY23 assumed a return to recent trend line budgeting in the assumption that the job market is relatively stable. The employment outlook for the types of organizations that post on the SAA Career Center job board remains strong.

**Society of American Archivists
Balance Sheet - Operations
Wednesday, August 31, 2022**

	<u>Fiscal 2023</u>	<u>Fiscal 2022</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$2,046,511.17	\$1,726,690.10	\$319,821.07	18.52%
Accounts Receivable	13,233.43	13,351.61	(118.18)	(0.89%)
Equipment	28,089.60	38,133.85	(10,044.25)	(26.34%)
Deposits	9,606.85	8,706.85	900.00	10.34%
Inventory	98,135.08	89,318.79	8,816.29	9.87%
Prepaid Expenses	42,432.09	34,517.46	7,914.63	22.93%
Due From Operations	25,449.00	20,199.00	5,250.00	25.99%
Due From Foundation	494,838.71	505,429.49	(10,590.78)	(2.10%)
Cash Clearing	733.87		733.87	(100.00%)
Total Assets	<u><u>2,759,029.80</u></u>	<u><u>2,436,347.15</u></u>	<u><u>322,682.65</u></u>	<u><u>13.24%</u></u>
Liabilities				
Accounts Payable	58,677.54	25,165.80	33,511.74	133.16%
Salaries and Wages Payable	41,426.85	43,715.75	(2,288.90)	(5.24%)
Deferred Revenues				
Annual Meeting	(698.00)		(698.00)	(100.00%)
Subscriptions	40,632.01	40,585.67	46.34	0.11%
Membership	575,911.06	562,653.20	13,257.86	2.36%
Education	61,703.00	43,117.00	18,586.00	43.11%
Sponsors				(100.00%)
Advertising				(100.00%)
Exhibitors				(100.00%)
Total Deferred Revenues	677,548.07	646,355.87	31,192.20	4.83%
Due to Council-Directed Funds	956,760.06	836,295.00	120,465.06	14.40%
Due To Foundation	35,153.29	52,392.57	(17,239.28)	(32.90%)
Deferred Rent	6,091.41	8,375.61	(2,284.20)	(27.27%)
Total Liabilities	<u><u>1,775,657.22</u></u>	<u><u>1,612,300.60</u></u>	<u><u>163,356.62</u></u>	<u><u>10.13%</u></u>
Net Assets				
Fund Balance	736,998.89	736,998.89		0.00%
Net Gain or Loss	246,373.69	87,047.66	159,326.03	183.03%
Total Net Assets	<u><u>983,372.58</u></u>	<u><u>824,046.55</u></u>	<u><u>159,326.03</u></u>	<u><u>19.33%</u></u>
Total Liabilities and Net Assets	<u><u>2,759,029.80</u></u>	<u><u>2,436,347.15</u></u>	<u><u>322,682.65</u></u>	<u><u>13.24%</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Two Months Ending Wednesday, August 31, 2022

	Year-To-Date 8/31/2022	Year-To-Date 8/31/2021	Budget 8/31/2022	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Operations							
Membership	\$144,089.02	\$135,422.62	\$130,262.74	\$8,666.40	6.40%	\$13,826.28	10.61%
Annual Meeting	277,082.81	130,470.47	137,174.02	146,612.34	112.37%	139,908.79	101.99%
Publications	(13,732.90)	(12,559.00)	(15,674.02)	(1,173.90)	9.35%	1,941.12	(12.38%)
Education	(13,975.67)	16,966.39	24,760.18	(30,942.06)	(182.37%)	(38,735.85)	(156.44%)
Career Services	9,944.78	5,855.47	3,771.15	4,089.31	69.84%	6,173.63	163.71%
American Archivist	(11,450.18)	(12,799.00)	(15,688.75)	1,348.82	(10.54%)	4,238.57	(27.02%)
Archival Outlook	(17,505.88)	(14,454.47)	(18,192.69)	(3,051.41)	21.11%	686.81	(3.78%)
General & Administrative	(86,878.19)	(122,754.60)	(98,913.54)	35,876.41	(29.23%)	12,035.35	(12.17%)
Advocacy	(17,238.33)	(16,253.52)	(17,912.03)	(984.81)	6.06%	673.70	(3.76%)
Governance	(23,961.77)	(22,846.70)	(65,533.82)	(1,115.07)	4.88%	41,572.05	(63.44%)
Total Net Gain/(Loss)	<u>246,373.69</u>	<u>87,047.66</u>	<u>64,053.24</u>	<u>159,326.03</u>	<u>183.03%</u>	<u>182,320.45</u>	<u>284.64%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Two Months Ending Wednesday, August 31, 2022

	<u>Year-To-Date</u> <u>8/31/2022</u>	<u>Year-To-Date</u> <u>8/31/2021</u>	<u>Budget</u> <u>8/31/2022</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$167,947.12	\$165,778.88	\$165,889.65	\$2,168.24	1.31%	\$2,057.47	1.24%
Annual Meeting	614,650.00	377,352.00	709,949.00	237,298.00	62.89%	(95,299.00)	(13.42%)
Publications	27,184.17	44,326.66	37,250.37	(17,142.49)	(38.67%)	(10,066.20)	(27.02%)
Education	36,342.00	49,044.00	95,740.00	(12,702.00)	(25.90%)	(59,398.00)	(62.04%)
Career Services	17,576.20	12,273.75	14,082.14	5,302.45	43.20%	3,494.06	24.81%
American Archivist	578.00	634.00		(56.00)	(8.83%)	578.00	0.00%
Archival Outlook	195.00	3,665.26	166.66	(3,470.26)	(94.68%)	28.34	17.00%
General & Administrative	5,111.80	5,189.82	4,276.02	(78.02)	(1.50%)	835.78	19.55%
Total Revenues	<u>869,584.29</u>	<u>658,264.37</u>	<u>1,027,353.84</u>	<u>211,319.92</u>	<u>32.10%</u>	<u>(157,769.55)</u>	<u>(15.36%)</u>
Expenses							
Membership	23,858.10	30,356.26	35,626.91	(6,498.16)	(21.41%)	(11,768.81)	(33.03%)
Annual Meeting	337,567.19	246,881.53	572,774.98	90,685.66	36.73%	(235,207.79)	(41.06%)
Publications	40,917.07	56,885.66	52,924.39	(15,968.59)	(28.07%)	(12,007.32)	(22.69%)
Education	50,317.67	32,077.61	70,979.82	18,240.06	56.86%	(20,662.15)	(29.11%)
Career Services	7,631.42	6,418.28	10,310.99	1,213.14	18.90%	(2,679.57)	(25.99%)
American Archivist	12,028.18	13,433.00	15,688.75	(1,404.82)	(10.46%)	(3,660.57)	(23.33%)
Archival Outlook	17,700.88	18,119.73	18,359.35	(418.85)	(2.31%)	(658.47)	(3.59%)
General & Administrative	91,989.99	127,944.42	103,189.56	(35,954.43)	(28.10%)	(11,199.57)	(10.85%)
Advocacy	17,238.33	16,253.52	17,912.03	984.81	6.06%	(673.70)	(3.76%)
Governance	23,961.77	22,846.70	65,533.82	1,115.07	4.88%	(41,572.05)	(63.44%)
Total Expenses	<u>623,210.60</u>	<u>571,216.71</u>	<u>963,300.60</u>	<u>51,993.89</u>	<u>9.10%</u>	<u>(340,090.00)</u>	<u>(35.30%)</u>
Total Net Gain/(Loss)	<u>246,373.69</u>	<u>87,047.66</u>	<u>64,053.24</u>	<u>159,326.03</u>	<u>183.03%</u>	<u>182,320.45</u>	<u>284.64%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Two Months Ending Wednesday, August 31, 2022

	<u>Year-To-Date</u> <u>8/31/2022</u>	<u>Year-To-Date</u> <u>8/31/2021</u>	<u>Budget</u> <u>8/31/2022</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	\$167,947.12	\$165,122.88	\$165,889.65	\$2,824.24	1.71%	\$2,057.47	1.24%
Subscriptions & Advertising	28,154.20	18,397.01	30,882.14	9,757.19	53.04%	(2,727.94)	(8.83%)
Workshops	36,342.00	49,044.00	95,740.00	(12,702.00)	(25.90%)	(59,398.00)	(62.04%)
Annual Meeting	604,650.00	375,352.00	692,915.00	229,298.00	61.09%	(88,265.00)	(12.74%)
Publications & CD Sales	23,748.17	38,669.99	34,210.81	(14,921.82)	(38.59%)	(10,462.64)	(30.58%)
Contributions					0.00%		0.00%
Investments	4,941.80	4,244.82	4,276.02	696.98	16.42%	665.78	15.57%
Shipping, Handling, & Other	3,801.00	7,433.67	3,440.22	(3,632.67)	(48.87%)	360.78	10.49%
Total Income	<u>869,584.29</u>	<u>658,264.37</u>	<u>1,027,353.84</u>	<u>211,319.92</u>	<u>32.10%</u>	<u>(157,769.55)</u>	<u>(15.36%)</u>
Expenses							
Salaries, Wages, & Benefits	185,589.24	211,648.51	214,899.16	(26,059.27)	(12.31%)	(29,309.92)	(13.64%)
Office Occupancy & Utilities	18,977.05	18,936.22	20,536.16	40.83	0.22%	(1,559.11)	(7.59%)
Services	226,277.71	156,062.32	515,455.04	70,215.39	44.99%	(289,177.33)	(56.10%)
Supplies	5,458.34	1,275.33	1,993.12	4,183.01	327.99%	3,465.22	173.86%
Travel	6,822.65	3,102.29	63,409.90	3,720.36	119.92%	(56,587.25)	(89.24%)
Leases, Rentals, & Licenses	2,743.15	2,618.25	2,857.35	124.90	4.77%	(114.20)	(4.00%)
Taxes, Dues, & Subscriptions	26.00	175.00	740.00	(149.00)	(85.14%)	(714.00)	(96.49%)
Depreciation, Cost of Goods Sold & Other	177,316.46	177,398.79	143,409.87	(82.33)	(0.05%)	33,906.59	23.64%
Total Expenses	<u>623,210.60</u>	<u>571,216.71</u>	<u>963,300.60</u>	<u>51,993.89</u>	<u>9.10%</u>	<u>(340,090.00)</u>	<u>(35.30%)</u>
Net Gain or (Loss)	<u>246,373.69</u>	<u>87,047.66</u>	<u>64,053.24</u>	<u>159,326.03</u>	<u>183.03%</u>	<u>182,320.45</u>	<u>284.64%</u>

**Society of American Archivists
Membership and Periodicals
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$167,947.12	\$165,122.88	\$165,889.65	\$2,824.24	1.71%	\$2,057.47	1.24%
Subscriptions & Advertising	578.00	4,123.26		(3,545.26)	(85.98%)	578.00	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					0.00%		0.00%
Shipping, Handling, & Other	195.00	832.00	166.66	(637.00)	(76.56%)	28.34	17.00%
Total Income	<u>168,720.12</u>	<u>170,078.14</u>	<u>166,056.31</u>	<u>(1,358.02)</u>	<u>(0.80%)</u>	<u>2,663.81</u>	<u>1.60%</u>
Expenses							
Salaries, Wages, & Benefits	29,952.20	36,370.96	34,044.15	(6,418.76)	(17.65%)	(4,091.95)	(12.02%)
Office Occupancy & Utilities	3,482.40	3,666.28	3,212.38	(183.88)	(5.02%)	270.02	8.41%
Services	19,340.49	18,612.76	28,619.01	727.73	3.91%	(9,278.52)	(32.42%)
Supplies		561.35	1,116.40	(561.35)	(100.00%)	(1,116.40)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	385.86	405.35	333.07	(19.49)	(4.81%)	52.79	15.85%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		2,292.29	2,350.00	(2,292.29)	(100.00%)	(2,350.00)	(100.00%)
Total Expenses	<u>53,587.16</u>	<u>61,908.99</u>	<u>69,675.01</u>	<u>(8,321.83)</u>	<u>(13.44%)</u>	<u>(16,087.85)</u>	<u>(23.09%)</u>
Net Gain or (Loss)	<u>115,132.96</u>	<u>108,169.15</u>	<u>96,381.30</u>	<u>6,963.81</u>	<u>6.44%</u>	<u>18,751.66</u>	<u>19.46%</u>

**Society of American Archivists
Membership
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$167,947.12	\$165,122.88	\$165,889.65	\$2,824.24	1.71%	\$2,057.47	1.24%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		656.00		(656.00)	(100.00%)		0.00%
Total Income	<u>167,947.12</u>	<u>165,778.88</u>	<u>165,889.65</u>	<u>2,168.24</u>	<u>1.31%</u>	<u>2,057.47</u>	<u>1.24%</u>
Expenses							
Salaries, Wages, & Benefits	19,120.46	22,998.71	21,678.22	(3,878.25)	(16.86%)	(2,557.76)	(11.80%)
Office Occupancy & Utilities	2,263.88	2,318.33	2,045.54	(54.45)	(2.35%)	218.34	10.67%
Services	1,796.45	1,929.26	8,285.10	(132.81)	(6.88%)	(6,488.65)	(78.32%)
Supplies		561.35	1,055.96	(561.35)	(100.00%)	(1,055.96)	(100.00%)
Travel	426.21			426.21	0.00%	426.21	0.00%
Leases, Rentals, & Licenses	251.10	256.32	212.09	(5.22)	(2.04%)	39.01	18.39%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		2,292.29	2,350.00	(2,292.29)	(100.00%)	(2,350.00)	(100.00%)
Total Expenses	<u>23,858.10</u>	<u>30,356.26</u>	<u>35,626.91</u>	<u>(6,498.16)</u>	<u>(21.41%)</u>	<u>(11,768.81)</u>	<u>(33.03%)</u>
Net Gain or (Loss)	<u>144,089.02</u>	<u>135,422.62</u>	<u>130,262.74</u>	<u>8,666.40</u>	<u>6.40%</u>	<u>13,826.28</u>	<u>10.61%</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	578.00	4,123.26		(3,545.26)	(85.98%)	578.00	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					0.00%		0.00%
Shipping, Handling, & Other	195.00	176.00	166.66	19.00	10.80%	28.34	17.00%
Total Income	<u>773.00</u>	<u>4,299.26</u>	<u>166.66</u>	<u>(3,526.26)</u>	<u>(82.02%)</u>	<u>606.34</u>	<u>363.82%</u>
Expenses							
Salaries, Wages, & Benefits	10,831.74	13,372.25	12,365.93	(2,540.51)	(19.00%)	(1,534.19)	(12.41%)
Office Occupancy & Utilities	1,218.52	1,347.95	1,166.84	(129.43)	(9.60%)	51.68	4.43%
Services	17,544.04	16,683.50	20,333.91	860.54	5.16%	(2,789.87)	(13.72%)
Supplies			60.44		0.00%	(60.44)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	134.76	149.03	120.98	(14.27)	(9.58%)	13.78	11.39%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>29,729.06</u>	<u>31,552.73</u>	<u>34,048.10</u>	<u>(1,823.67)</u>	<u>(5.78%)</u>	<u>(4,319.04)</u>	<u>(12.69%)</u>
Net Gain or (Loss)	<u>(28,956.06)</u>	<u>(27,253.47)</u>	<u>(33,881.44)</u>	<u>(1,702.59)</u>	<u>6.25%</u>	<u>4,925.38</u>	<u>(14.54%)</u>

**Society of American Archivists
American Archivist
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	578.00	578.00			0.00%	578.00	0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		56.00		(56.00)	(100.00%)		0.00%
Total Income	<u>578.00</u>	<u>634.00</u>		<u>(56.00)</u>	<u>(8.83%)</u>	<u>578.00</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	5,048.62	6,346.50	5,749.74	(1,297.88)	(20.45%)	(701.12)	(12.19%)
Office Occupancy & Utilities	578.67	639.74	542.54	(61.07)	(9.55%)	36.13	6.66%
Services	6,336.82	6,376.03	9,312.12	(39.21)	(0.61%)	(2,975.30)	(31.95%)
Supplies			28.10		0.00%	(28.10)	(100.00%)
Travel							
Leases, Rentals, & Licenses	64.07	70.73	56.25	(6.66)	(9.42%)	7.82	13.90%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>12,028.18</u>	<u>13,433.00</u>	<u>15,688.75</u>	<u>(1,404.82)</u>	<u>(10.46%)</u>	<u>(3,660.57)</u>	<u>(23.33%)</u>
Net Gain or (Loss)	<u>(11,450.18)</u>	<u>(12,799.00)</u>	<u>(15,688.75)</u>	<u>1,348.82</u>	<u>(10.54%)</u>	<u>4,238.57</u>	<u>(27.02%)</u>

**Society of American Archivists
Archival Outlook
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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		3,545.26		(3,545.26)	(100.00%)		0.00%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>195.00</u>	<u>120.00</u>	<u>166.66</u>	<u>75.00</u>	<u>62.50%</u>	<u>28.34</u>	<u>17.00%</u>
Total Income	<u>195.00</u>	<u>3,665.26</u>	<u>166.66</u>	<u>(3,470.26)</u>	<u>(94.68%)</u>	<u>28.34</u>	<u>17.00%</u>
Expenses							
Salaries, Wages, & Benefits	5,783.12	7,025.75	6,616.19	(1,242.63)	(17.69%)	(833.07)	(12.59%)
Office Occupancy & Utilities	639.85	708.21	624.30	(68.36)	(9.65%)	15.55	2.49%
Services	11,207.22	10,307.47	11,021.79	899.75	8.73%	185.43	1.68%
Supplies			32.34		0.00%	(32.34)	(100.00%)
Travel							
Leases, Rentals, & Licenses	70.69	78.30	64.73	(7.61)	(9.72%)	5.96	9.21%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>17,700.88</u>	<u>18,119.73</u>	<u>18,359.35</u>	<u>(418.85)</u>	<u>(2.31%)</u>	<u>(658.47)</u>	<u>(3.59%)</u>
Net Gain or (Loss)	<u>(17,505.88)</u>	<u>(14,454.47)</u>	<u>(18,192.69)</u>	<u>(3,051.41)</u>	<u>21.11%</u>	<u>686.81</u>	<u>(3.78%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	27,576.20	14,273.75	30,882.14	13,302.45	93.20%	(3,305.94)	(10.71%)
Workshops	36,342.00	49,044.00	95,740.00	(12,702.00)	(25.90%)	(59,398.00)	(62.04%)
Annual Meeting	604,650.00	375,352.00	692,915.00	229,298.00	61.09%	(88,265.00)	(12.74%)
Publications & CD Sales	23,748.17	38,669.99	34,210.81	(14,921.82)	(38.59%)	(10,462.64)	(30.58%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	3,436.00	5,656.67	3,273.56	(2,220.67)	(39.26%)	162.44	4.96%
Total Income	<u>695,752.37</u>	<u>482,996.41</u>	<u>857,021.51</u>	<u>212,755.96</u>	<u>44.05%</u>	<u>(161,269.14)</u>	<u>(18.82%)</u>
Expenses							
Salaries, Wages, & Benefits	75,983.51	62,028.60	88,364.11	13,954.91	22.50%	(12,380.60)	(14.01%)
Office Occupancy & Utilities	6,987.28	6,252.61	8,737.96	734.67	11.75%	(1,750.68)	(20.04%)
Services	180,237.10	106,745.18	440,459.33	73,491.92	68.85%	(260,222.23)	(59.08%)
Supplies	3,713.59	61.93	431.94	3,651.66	5,896.43%	3,281.65	759.75%
Travel	982.61	1,950.90	37,052.56	(968.29)	(49.63%)	(36,069.95)	(97.35%)
Leases, Rentals, & Licenses	1,419.10	1,231.30	1,404.54	187.80	15.25%	14.56	1.04%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	167,110.16	163,992.56	130,539.74	3,117.60	1.90%	36,570.42	28.01%
Total Expenses	<u>436,433.35</u>	<u>342,263.08</u>	<u>706,990.18</u>	<u>94,170.27</u>	<u>27.51%</u>	<u>(270,556.83)</u>	<u>(38.27%)</u>
Net Gain or (Loss)	<u>259,319.02</u>	<u>140,733.33</u>	<u>150,031.33</u>	<u>118,585.69</u>	<u>84.26%</u>	<u>109,287.69</u>	<u>72.84%</u>

**Society of American Archivists
Annual Meeting
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	10,000.00	2,000.00	16,800.00	8,000.00	400.00%	(6,800.00)	(40.48%)
Workshops					0.00%		0.00%
Annual Meeting	604,650.00	375,352.00	692,915.00	229,298.00	61.09%	(88,265.00)	(12.74%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other			234.00		0.00%	(234.00)	(100.00%)
Total Income	<u>614,650.00</u>	<u>377,352.00</u>	<u>709,949.00</u>	<u>237,298.00</u>	<u>62.89%</u>	<u>(95,299.00)</u>	<u>(13.42%)</u>
Expenses							
Salaries, Wages, & Benefits	19,269.22	19,447.00	22,243.85	(177.78)	(0.91%)	(2,974.63)	(13.37%)
Office Occupancy & Utilities	1,921.60	1,960.30	2,098.92	(38.70)	(1.97%)	(177.32)	(8.45%)
Services	152,168.23	72,232.41	395,512.51	79,935.82	110.66%	(243,344.28)	(61.53%)
Supplies	3,138.59		108.72	3,138.59	0.00%	3,029.87	2,786.86%
Travel	982.61	2,077.86	35,242.56	(1,095.25)	(52.71%)	(34,259.95)	(97.21%)
Leases, Rentals, & Licenses	210.97	216.73	217.63	(5.76)	(2.66%)	(6.66)	(3.06%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	159,875.97	150,947.23	117,350.79	8,928.74	5.92%	42,525.18	36.24%
Total Expenses	<u>337,567.19</u>	<u>246,881.53</u>	<u>572,774.98</u>	<u>90,685.66</u>	<u>36.73%</u>	<u>(235,207.79)</u>	<u>(41.06%)</u>
Net Gain or (Loss)	<u>277,082.81</u>	<u>130,470.47</u>	<u>137,174.02</u>	<u>146,612.34</u>	<u>112.37%</u>	<u>139,908.79</u>	<u>101.99%</u>

**Society of American Archivists
Annual Meeting - Boston 2022
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	10,000.00		16,800.00	10,000.00	0.00%	(6,800.00)	(40.48%)
Workshops							
Annual Meeting	604,650.00		692,915.00	604,650.00	0.00%	(88,265.00)	(12.74%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			234.00		0.00%	(234.00)	(100.00%)
Total Income	<u>614,650.00</u>		<u>709,949.00</u>	<u>614,650.00</u>	<u>0.00%</u>	<u>(95,299.00)</u>	<u>(13.42%)</u>
Expenses							
Salaries, Wages, & Benefits	18,319.34		21,092.95	18,319.34	0.00%	(2,773.61)	(13.15%)
Office Occupancy & Utilities	1,873.16		1,990.32	1,873.16	0.00%	(117.16)	(5.89%)
Services	152,076.65		395,423.06	152,076.65	0.00%	(243,346.41)	(61.54%)
Supplies	3,138.59		103.10	3,138.59	0.00%	3,035.49	2,944.22%
Travel	982.61		35,242.56	982.61	0.00%	(34,259.95)	(97.21%)
Leases, Rentals, & Licenses	205.97		206.37	205.97	0.00%	(0.40)	(0.19%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	160,970.87		118,716.63	160,970.87	0.00%	42,254.24	35.59%
Total Expenses	<u>337,567.19</u>		<u>572,774.99</u>	<u>337,567.19</u>	<u>0.00%</u>	<u>(235,207.80)</u>	<u>(41.06%)</u>
Net Gain or (Loss)	<u>277,082.81</u>		<u>137,174.01</u>	<u>277,082.81</u>	<u>0.00%</u>	<u>139,908.80</u>	<u>101.99%</u>

**Society of American Archivists
Annual Meeting - Anaheim 2021
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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		2,000.00		(2,000.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		375,352.00		(375,352.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income		<u>377,352.00</u>		<u>(377,352.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		19,447.00		(19,447.00)	(100.00%)		0.00%
Office Occupancy & Utilities		1,960.30		(1,960.30)	(100.00%)		0.00%
Services		72,232.41		(72,232.41)	(100.00%)		0.00%
Supplies							
Travel		2,077.86		(2,077.86)	(100.00%)		0.00%
Leases, Rentals, & Licenses		216.73		(216.73)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		150,947.23		(150,947.23)	(100.00%)		0.00%
Total Expenses		<u>246,881.53</u>		<u>(246,881.53)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Net Gain or (Loss)		<u>130,470.47</u>		<u>(130,470.47)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Washington 2023
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	949.88		1,150.90	949.88	0.00%	(201.02)	(17.47%)
Office Occupancy & Utilities	48.44		108.60	48.44	0.00%	(60.16)	(55.40%)
Services	91.58		89.45	91.58	0.00%	2.13	2.38%
Supplies			5.62		0.00%	(5.62)	(100.00%)
Travel							
Leases, Rentals, & Licenses	5.00		11.26	5.00	0.00%	(6.26)	(55.60%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(1,094.90)		(1,365.84)	(1,094.90)	0.00%	270.94	(19.84%)
Total Expenses			(0.01)		0.00%	0.01	(100.00%)
Net Gain or (Loss)			0.01		0.00%	(0.01)	(100.00%)

**Society of American Archivists
Publications
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	23,748.17	38,669.99	34,210.81	(14,921.82)	(38.59%)	(10,462.64)	(30.58%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>3,436.00</u>	<u>5,656.67</u>	<u>3,039.56</u>	<u>(2,220.67)</u>	<u>(39.26%)</u>	<u>396.44</u>	<u>13.04%</u>
Total Income	<u>27,184.17</u>	<u>44,326.66</u>	<u>37,250.37</u>	<u>(17,142.49)</u>	<u>(38.67%)</u>	<u>(10,066.20)</u>	<u>(27.02%)</u>
Expenses							
Salaries, Wages, & Benefits	15,117.28	18,321.33	17,228.51	(3,204.05)	(17.49%)	(2,111.23)	(12.25%)
Office Occupancy & Utilities	1,703.91	1,846.83	1,625.66	(142.92)	(7.74%)	78.25	4.81%
Services	15,441.96	22,866.05	20,088.49	(7,424.09)	(32.47%)	(4,646.53)	(23.13%)
Supplies	575.00	61.93	84.22	513.07	828.47%	490.78	582.74%
Travel							
Leases, Rentals, & Licenses	844.73	744.19	708.56	100.54	13.51%	136.17	19.22%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>7,234.19</u>	<u>13,045.33</u>	<u>13,188.95</u>	<u>(5,811.14)</u>	<u>(44.55%)</u>	<u>(5,954.76)</u>	<u>(45.15%)</u>
Total Expenses	<u>40,917.07</u>	<u>56,885.66</u>	<u>52,924.39</u>	<u>(15,968.59)</u>	<u>(28.07%)</u>	<u>(12,007.32)</u>	<u>(22.69%)</u>
Net Gain or (Loss)	<u><u>(13,732.90)</u></u>	<u><u>(12,559.00)</u></u>	<u><u>(15,674.02)</u></u>	<u><u>(1,173.90)</u></u>	<u><u>9.35%</u></u>	<u><u>1,941.12</u></u>	<u><u>(12.38%)</u></u>

**Society of American Archivists
Education
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	36,342.00	49,044.00	95,740.00	(12,702.00)	(25.90%)	(59,398.00)	(62.04%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>36,342.00</u>	<u>49,044.00</u>	<u>95,740.00</u>	<u>(12,702.00)</u>	<u>(25.90%)</u>	<u>(59,398.00)</u>	<u>(62.04%)</u>
Expenses							
Salaries, Wages, & Benefits	40,008.35	22,416.48	47,060.62	17,591.87	78.48%	(7,052.27)	(14.99%)
Office Occupancy & Utilities	3,222.44	2,259.62	4,840.60	962.82	42.61%	(1,618.16)	(33.43%)
Services	6,738.63	7,278.62	18,388.13	(539.99)	(7.42%)	(11,649.50)	(63.35%)
Supplies			230.04		0.00%	(230.04)	(100.00%)
Travel		(126.96)		126.96	(100.00%)		0.00%
Leases, Rentals, & Licenses	348.25	249.85	460.43	98.40	39.38%	(112.18)	(24.36%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>50,317.67</u>	<u>32,077.61</u>	<u>70,979.82</u>	<u>18,240.06</u>	<u>56.86%</u>	<u>(20,662.15)</u>	<u>(29.11%)</u>
Net Gain or (Loss)	<u>(13,975.67)</u>	<u>16,966.39</u>	<u>24,760.18</u>	<u>(30,942.06)</u>	<u>(182.37%)</u>	<u>(38,735.85)</u>	<u>(156.44%)</u>

**Society of American Archivists
Career Services
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	17,576.20	12,273.75	14,082.14	5,302.45	43.20%	3,494.06	24.81%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>17,576.20</u>	<u>12,273.75</u>	<u>14,082.14</u>	<u>5,302.45</u>	<u>43.20%</u>	<u>3,494.06</u>	<u>24.81%</u>
Expenses							
Salaries, Wages, & Benefits	1,588.66	1,843.79	1,831.13	(255.13)	(13.84%)	(242.47)	(13.24%)
Office Occupancy & Utilities	139.33	185.86	172.78	(46.53)	(25.03%)	(33.45)	(19.36%)
Services	5,888.28	4,368.10	6,470.20	1,520.18	34.80%	(581.92)	(8.99%)
Supplies			8.96		0.00%	(8.96)	(100.00%)
Travel			1,810.00		0.00%	(1,810.00)	(100.00%)
Leases, Rentals, & Licenses	15.15	20.53	17.92	(5.38)	(26.21%)	(2.77)	(15.46%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>7,631.42</u>	<u>6,418.28</u>	<u>10,310.99</u>	<u>1,213.14</u>	<u>18.90%</u>	<u>(2,679.57)</u>	<u>(25.99%)</u>
Net Gain or (Loss)	<u>9,944.78</u>	<u>5,855.47</u>	<u>3,771.15</u>	<u>4,089.31</u>	<u>69.84%</u>	<u>6,173.63</u>	<u>163.71%</u>

**Society of American Archivists
Operational Expense Centers
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	4,941.80	4,244.82	4,276.02	696.98	16.42%	665.78	15.57%
Shipping, Handling, & Other	170.00	945.00		(775.00)	(82.01%)	170.00	0.00%
Total Income	<u>5,111.80</u>	<u>5,189.82</u>	<u>4,276.02</u>	<u>(78.02)</u>	<u>(1.50%)</u>	<u>835.78</u>	<u>19.55%</u>
Expenses							
Salaries, Wages, & Benefits	79,653.53	113,248.95	92,490.90	(33,595.42)	(29.67%)	(12,837.37)	(13.88%)
Office Occupancy & Utilities	8,507.37	9,017.33	8,585.82	(509.96)	(5.66%)	(78.45)	(0.91%)
Services	26,700.12	30,704.38	46,376.70	(4,004.26)	(13.04%)	(19,676.58)	(42.43%)
Supplies	1,744.75	652.05	444.78	1,092.70	167.58%	1,299.97	292.27%
Travel	5,413.83	1,151.39	26,357.34	4,262.44	370.20%	(20,943.51)	(79.46%)
Leases, Rentals, & Licenses	938.19	981.60	1,119.74	(43.41)	(4.42%)	(181.55)	(16.21%)
Taxes, Dues, & Subscriptions	26.00	175.00	740.00	(149.00)	(85.14%)	(714.00)	(96.49%)
Depreciation, Cost of Goods Sold & Other	10,206.30	11,113.94	10,520.13	(907.64)	(8.17%)	(313.83)	(2.98%)
Total Expenses	<u>133,190.09</u>	<u>167,044.64</u>	<u>186,635.41</u>	<u>(33,854.55)</u>	<u>(20.27%)</u>	<u>(53,445.32)</u>	<u>(28.64%)</u>
Net Gain or (Loss)	<u>(128,078.29)</u>	<u>(161,854.82)</u>	<u>(182,359.39)</u>	<u>33,776.53</u>	<u>(20.87%)</u>	<u>54,281.10</u>	<u>(29.77%)</u>

**Society of American Archivists
General & Administrative
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	4,941.80	4,244.82	4,276.02	696.98	16.42%	665.78	15.57%
Shipping, Handling, & Other	170.00	945.00		(775.00)	(82.01%)	170.00	0.00%
Total Income	<u>5,111.80</u>	<u>5,189.82</u>	<u>4,276.02</u>	<u>(78.02)</u>	<u>(1.50%)</u>	<u>835.78</u>	<u>19.55%</u>
Expenses							
Salaries, Wages, & Benefits	47,427.15	82,875.11	55,336.85	(35,447.96)	(42.77%)	(7,909.70)	(14.29%)
Office Occupancy & Utilities	5,232.17	5,936.61	5,080.00	(704.44)	(11.87%)	152.17	3.00%
Services	23,150.58	25,397.25	30,219.85	(2,246.67)	(8.85%)	(7,069.27)	(23.39%)
Supplies	1,744.75	652.05	263.16	1,092.70	167.58%	1,481.59	563.00%
Travel	3,624.85	1,151.39	1,013.34	2,473.46	214.82%	2,611.51	257.71%
Leases, Rentals, & Licenses	578.19	643.07	756.23	(64.88)	(10.09%)	(178.04)	(23.54%)
Taxes, Dues, & Subscriptions	26.00	175.00		(149.00)	(85.14%)	26.00	0.00%
Depreciation, Cost of Goods Sold & Other	10,206.30	11,113.94	10,520.13	(907.64)	(8.17%)	(313.83)	(2.98%)
Total Expenses	<u>91,989.99</u>	<u>127,944.42</u>	<u>103,189.56</u>	<u>(35,954.43)</u>	<u>(28.10%)</u>	<u>(11,199.57)</u>	<u>(10.85%)</u>
Net Gain or (Loss)	<u>(86,878.19)</u>	<u>(122,754.60)</u>	<u>(98,913.54)</u>	<u>35,876.41</u>	<u>(29.23%)</u>	<u>12,035.35</u>	<u>(12.17%)</u>

**Society of American Archivists
Governance
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	19,184.96	18,340.74	22,060.88	844.22	4.60%	(2,875.92)	(13.04%)
Office Occupancy & Utilities	2,003.28	1,867.75	2,081.64	135.53	7.26%	(78.36)	(3.76%)
Services	2,313.98	2,433.80	14,983.62	(119.82)	(4.92%)	(12,669.64)	(84.56%)
Supplies			107.84		0.00%	(107.84)	(100.00%)
Travel	238.98		25,344.00	238.98	0.00%	(25,105.02)	(99.06%)
Leases, Rentals, & Licenses	220.57	204.41	215.84	16.16	7.91%	4.73	2.19%
Taxes, Dues, & Subscriptions			740.00		0.00%	(740.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	23,961.77	22,846.70	65,533.82	1,115.07	4.88%	(41,572.05)	(63.44%)
Net Gain or (Loss)	(23,961.77)	(22,846.70)	(65,533.82)	(1,115.07)	4.88%	41,572.05	(63.44%)

**Society of American Archivists
Advocacy
For the Two Months Ending Wednesday, August 31, 2022**

	<u>Year-To-Date 8/31/2022</u>	<u>Year-To-Date 8/31/2021</u>	<u>Budget 8/31/2022</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	13,041.42	12,033.10	15,093.17	1,008.32	8.38%	(2,051.75)	(13.59%)
Office Occupancy & Utilities	1,271.92	1,212.97	1,424.18	58.95	4.86%	(152.26)	(10.69%)
Services	1,235.56	2,873.33	1,173.23	(1,637.77)	(57.00%)	62.33	5.31%
Supplies			73.78		0.00%	(73.78)	(100.00%)
Travel	1,550.00			1,550.00	0.00%	1,550.00	0.00%
Leases, Rentals, & Licenses	139.43	134.12	147.67	5.31	3.96%	(8.24)	(5.58%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	17,238.33	16,253.52	17,912.03	984.81	6.06%	(673.70)	(3.76%)
Net Gain or (Loss)	(17,238.33)	(16,253.52)	(17,912.03)	(984.81)	6.06%	673.70	(3.76%)