

**Society of American Archivists
Council Meeting
December 3-5, 2019
Chicago, Illinois**

Treasurer's Report

(Prepared by Amy Fitch and Peter Carlson)

Overview

For the month ending October 31, 2019, SAA posted a net gain of \$12,683. This is an unfavorable variance of \$13,672, as the budgeted gain for October was \$26,355. Total revenues as of October 31 were lower than last year and budget by \$325,874 (19.21%) and \$66,921 (4.66%), respectively. Total expenses were lower than last year and budget by \$21,476 (1.56%) and \$66,921 (4.66%), respectively.

Balance Sheet

Cash and Investments balances were lower than last year by \$520,442 (26.06%) and total deferred revenues were lower than last year by \$49,208 (7.42%). Membership deferred revenues were down by \$17,215 (3.05%). The significant reduction in cash balance is due to the large outlays for Nimble AMS, and the decline in deferred revenue is the result of Membership and Education (68.12%) deferred revenues being lower, year-over-year.

Income Statement

For the month ending October 31, 2019, SAA posted a net gain of \$12,683. This net gain is lower than last year and budget by \$304,399 (96%) and \$13,672 (51.9%). All cost centers with the exception of Career Services and General & Administrative had lower-than-budgeted revenue. Expenses are lower than budget in six cost centers, but higher than budget in Annual Meeting (1.92% over budget), *American Archivist* (41.87% over budget), and Governance (10.28% over budget). The variances in these cost centers are discussed below.

Specific points of interest are as follows:

- **Membership:** Overall membership counts were down by 19 (0.33%), while dues revenue was lower than last year and budget by 0.65% and 1.36%, respectively. Membership's net gain for October was lower than last year and budget by \$8,481 (2.82%) and \$367 (0.13%), respectively. Deferred revenues in October were lower than last year by \$17,215 (3.05%). This shortfall roughly corresponds with the overall loss of Membership over the last year (3.95%).
- ***American Archivist*:** The Journal showed a net loss of \$33,281 as of October 31, which is \$9,916 (42.44%) higher than the budgeted net loss of \$23,365. This variance is the result of

conducting the AA Editorial Board meeting associated with the Boles article and related issues. Adjusting for this unbudgeted expense, performance in this cost center is consistent with budget estimates.

- **Annual Meeting:** As of October 31, the Joint Annual Meeting in Austin showed a net gain of \$84,173, which is lower than last year and budget by \$282,427 (77.04%) and \$39,484 (31.93%), respectively. Revenues were lower than last year and budget by \$303,274 (29.63%) and \$27,478 (3.67%), respectively. Although we budgeted for 1,779 attendees, paid attendance was 1,701—and thus the revenue shortfall of 3.67% is relatively good news.
- **Publications:** Publications showed a net loss of \$45,245 on October 31, higher than last year and budget by \$11,848 (35.47%) and \$17,470 (62.89%), respectively. Total revenue as of October 31 was higher than last year by \$7,977 (10.64%) and lower than budget by \$32,658 (28.25%). Expenses as of October 31 were \$15,188 (10.59%) lower than budget, the result of lower distribution costs associated with lower-than-anticipated book sales. In addition, some promotional costs have added to this overage in expenses.
- **Education:** Education posted a net loss of \$1,182 for the period ending October 31. This performance falls short of last year by \$34,669 (103.53%) and is better than budget by \$4,025 (77.3%). Total revenues exceeded budget estimates by \$5,716 (3.35%) and expenses were under budget by \$9,741 (5.53%). Although our current net loss is consistent with budget estimates, the cancellation of seven courses during the fall/winter period has resulted in significant revenue shortfalls after a strong start to the year.
- **Career Services:** As of October 31, Career Services posted a net gain of \$11,886, which is lower than last year by \$4,308 (26.2%) and better than budget by \$450 (3.94%). Revenues are lower than last year by \$3,687 (12.68%) and better than budget by \$119 (0.47%). Expenses are lower than budget by \$332 (2.40%).
- **General and Administrative:** The net loss in G&A for the period ending October 31 was \$153,996, which is \$45,015 (22.62%) less than last year's net loss and \$21,055 (12.03%) less than the budgeted net loss of \$175,051. The variance with last year reflects a significant shift in staff effort allocation in light of the AMS project. The budget variance is the result of the timing of Audit costs and is expected to resolve next month.
- **Governance:** As of October 31, Governance posted a net loss of \$82,767. This is a higher net loss than last year and budget by \$20,069 (32.01%) and \$7,717 (10.28%), respectively. The variance with last year and budget are the result of added food and beverage and audio-visual expenses associated with the Annual Meeting, including the costs of the Presidents' Reception, an unbudgeted luncheon of the current and immediate past Nominating Committee members for orientation purposes, and recording of section meetings.

**Society of American Archivists
Balance Sheet - Operations
Thursday, October 31, 2019**

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,476,882.25	\$1,997,324.44	(\$520,442.19)	(26.06%)
Accounts Receivable	4,694.70	5,447.77	(753.07)	(13.82%)
Equipment	55,270.66	69,603.74	(14,333.08)	(20.59%)
Deposits	11,608.41	8,706.85	2,901.56	33.33%
Inventory	107,233.86	79,834.44	27,399.42	34.32%
Prepaid Expenses	49,287.73	39,320.03	9,967.70	25.35%
Due From Operations	460,782.55	83,871.26	376,911.29	449.39%
Due From Foundation	469,231.44	463,712.11	5,519.33	1.19%
Cash Clearing				(100.00%)
Total Assets	<u><u>2,634,991.60</u></u>	<u><u>2,747,820.64</u></u>	<u><u>(112,829.04)</u></u>	<u><u>(4.11%)</u></u>
Liabilities				
Accounts Payable	28,826.42	34,888.64	(6,062.22)	(17.38%)
Salaries and Wages Payable	44,796.53	48,711.22	(3,914.69)	(8.04%)
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	52,720.84	56,379.50	(3,658.66)	(6.49%)
Membership	546,509.43	563,724.78	(17,215.35)	(3.05%)
Education	13,080.00	41,026.20	(27,946.20)	(68.12%)
Sponsors				(100.00%)
Advertising		1,353.00	(1,353.00)	(100.00%)
Exhibitors				(100.00%)
Consultants	33.00	967.30	(934.30)	(96.59%)
Publication Pre-Sales	1,899.24		1,899.24	(100.00%)
Total Deferred Revenues	614,242.51	663,450.78	(49,208.27)	(7.42%)
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	38,525.79	52,687.08	(14,161.29)	(26.88%)
Deferred Rent	12,563.31	14,387.26	(1,823.95)	(12.68%)
Total Liabilities	<u><u>1,918,017.71</u></u>	<u><u>1,705,937.17</u></u>	<u><u>212,080.54</u></u>	<u><u>12.43%</u></u>
Net Assets				
Fund Balance	704,291.23	724,802.23	(20,511.00)	(2.83%)
Net Gain or Loss	12,682.66	317,081.24	(304,398.58)	(96.00%)
Total Net Assets	<u><u>716,973.89</u></u>	<u><u>1,041,883.47</u></u>	<u><u>(324,909.58)</u></u>	<u><u>(31.18%)</u></u>
Total Liabilities and Net Assets	<u><u>2,634,991.60</u></u>	<u><u>2,747,820.64</u></u>	<u><u>(112,829.04)</u></u>	<u><u>(4.11%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Four Months Ending Thursday, October 31, 2019

	<u>Year-To-Date</u> <u>10/31/2019</u>	<u>Year-To-Date</u> <u>10/31/2018</u>	<u>Budget</u> <u>10/31/2019</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Operations							
Membership	\$291,872.70	\$300,354.13	\$292,239.77	(\$8,481.43)	(2.82%)	(\$367.07)	(0.13%)
Annual Meeting	84,173.30	366,600.21	123,657.33	(282,426.91)	(77.04%)	(39,484.03)	(31.93%)
Publications	(45,245.96)	(33,398.14)	(27,776.29)	(11,847.82)	35.47%	(17,469.67)	62.89%
Education	(1,182.19)	33,486.77	(5,207.20)	(34,668.96)	(103.53%)	4,025.01	(77.30%)
Career Services	11,886.10	16,194.05	11,435.60	(4,307.95)	(26.60%)	450.50	3.94%
American Archivist	(33,280.69)	(28,044.42)	(23,365.03)	(5,236.27)	18.67%	(9,915.66)	42.44%
Archival Outlook	(25,278.36)	(25,917.30)	(35,326.15)	638.94	(2.47%)	10,047.79	(28.44%)
General & Administrative	(153,995.80)	(199,011.35)	(175,051.25)	45,015.55	(22.62%)	21,055.45	(12.03%)
Advocacy	(33,499.39)	(50,484.50)	(59,202.58)	16,985.11	(33.64%)	25,703.19	(43.42%)
Governance	(82,767.05)	(62,698.21)	(75,049.64)	(20,068.84)	32.01%	(7,717.41)	10.28%
Total Net Gain/(Loss)	<u>12,682.66</u>	<u>317,081.24</u>	<u>26,354.56</u>	<u>(304,398.58)</u>	<u>(96.00%)</u>	<u>(13,671.90)</u>	<u>(51.88%)</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Four Months Ending Thursday, October 31, 2019

	<u>Year-To-Date</u> <u>10/31/2019</u>	<u>Year-To-Date</u> <u>10/31/2018</u>	<u>Budget</u> <u>10/31/2019</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	\$343,908.92	\$346,111.69	\$348,136.02	(\$2,202.77)	(0.64%)	(\$4,227.10)	(1.21%)
Annual Meeting	720,333.00	1,023,607.21	747,810.54	(303,274.21)	(29.63%)	(27,477.54)	(3.67%)
Publications	82,965.08	74,987.75	115,623.04	7,977.33	10.64%	(32,657.96)	(28.25%)
Education	165,108.58	203,754.11	170,825.00	(38,645.53)	(18.97%)	(5,716.42)	(3.35%)
Career Services	25,398.30	29,085.51	25,279.37	(3,687.21)	(12.68%)	118.93	0.47%
American Archivist	4,124.66	1,147.50	3,000.00	2,977.16	259.45%	1,124.66	37.49%
Archival Outlook	8,804.33	3,355.50	13,558.32	5,448.83	162.39%	(4,753.99)	(35.06%)
General & Administrative	20,012.70	13,785.75	13,344.00	6,226.95	45.17%	6,668.70	49.98%
Governance		695.00		(695.00)	(100.00%)		0.00%
Total Revenues	<u>1,370,655.57</u>	<u>1,696,530.02</u>	<u>1,437,576.29</u>	<u>(325,874.45)</u>	<u>(19.21%)</u>	<u>(66,920.72)</u>	<u>(4.66%)</u>
Expenses							
Membership	52,036.22	45,757.56	55,896.25	6,278.66	13.72%	(3,860.03)	(6.91%)
Annual Meeting	636,159.70	657,007.00	624,153.21	(20,847.30)	(3.17%)	12,006.49	1.92%
Publications	128,211.04	108,385.89	143,399.33	19,825.15	18.29%	(15,188.29)	(10.59%)
Education	166,290.77	170,267.34	176,032.20	(3,976.57)	(2.34%)	(9,741.43)	(5.53%)
Career Services	13,512.20	12,891.46	13,843.77	620.74	4.82%	(331.57)	(2.40%)
American Archivist	37,405.35	29,191.92	26,365.03	8,213.43	28.14%	11,040.32	41.87%
Archival Outlook	34,082.69	29,272.80	48,884.47	4,809.89	16.43%	(14,801.78)	(30.28%)
General & Administrative	174,008.50	212,797.10	188,395.25	(38,788.60)	(18.23%)	(14,386.75)	(7.64%)
Advocacy	33,499.39	50,484.50	59,202.58	(16,985.11)	(33.64%)	(25,703.19)	(43.42%)
Governance	82,767.05	63,393.21	75,049.64	19,373.84	30.56%	7,717.41	10.28%
Total Expenses	<u>1,357,972.91</u>	<u>1,379,448.78</u>	<u>1,411,221.73</u>	<u>(21,475.87)</u>	<u>(1.56%)</u>	<u>(53,248.82)</u>	<u>(3.77%)</u>
Total Net Gain/(Loss)	<u>12,682.66</u>	<u>317,081.24</u>	<u>26,354.56</u>	<u>(304,398.58)</u>	<u>(96.00%)</u>	<u>(13,671.90)</u>	<u>(51.88%)</u>

**Society of American Archivists
Consolidated Statement of Activities
For the Four Months Ending Thursday, October 31, 2019**

	Year-To-Date 10/31/2019	Year-To-Date 10/31/2018	Budget 10/31/2019	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues	\$343,213.12	\$345,447.29	\$347,936.02	(\$2,234.17)	(0.65%)	(\$4,722.90)	(1.36%)
Subscriptions & Advertising	38,806.29	40,686.51	45,579.37	(1,880.22)	(4.62%)	(6,773.08)	(14.86%)
Workshops	163,234.60	203,687.11	170,825.00	(40,452.51)	(19.86%)	(7,590.40)	(4.44%)
Annual Meeting	719,033.00	1,015,787.21	742,160.54	(296,754.21)	(29.21%)	(23,127.54)	(3.12%)
Publications & CD Sales	72,685.13	61,381.24	104,828.94	11,303.89	18.42%	(32,143.81)	(30.66%)
Contributions					0.00%		0.00%
Investments	13,833.03	12,753.79	13,344.00	1,079.24	8.46%	489.03	3.66%
Shipping, Handling, & Other	19,850.40	16,786.87	12,902.42	3,063.53	18.25%	6,947.98	53.85%
Total Income	1,370,655.57	1,696,530.02	1,437,576.29	(325,874.45)	(19.21%)	(66,920.72)	(4.66%)
Expenses							
Salaries, Wages, & Benefits	385,313.57	384,812.88	381,227.44	500.69	0.13%	4,086.13	1.07%
Office Occupancy & Utilities	37,354.40	28,606.73	41,579.01	8,747.67	30.58%	(4,224.61)	(10.16%)
Services	600,147.70	651,714.80	626,710.66	(51,567.10)	(7.91%)	(26,562.96)	(4.24%)
Supplies	15,049.68	17,157.86	3,894.12	(2,108.18)	(12.29%)	11,155.56	286.47%
Travel	63,670.74	62,468.35	76,616.64	1,202.39	1.92%	(12,945.90)	(16.90%)
Leases, Rentals, & Licenses	9,525.65	9,415.64	34,761.94	110.01	1.17%	(25,236.29)	(72.60%)
Taxes, Dues, & Subscriptions	20,432.98	(241.84)	22,810.00	20,674.82	(8,548.97%)	(2,377.02)	(10.42%)
Depreciation, Cost of Goods Sold & Other	226,478.19	225,514.36	223,621.92	963.83	0.43%	2,856.27	1.28%
Total Expenses	1,357,972.91	1,379,448.78	1,411,221.73	(21,475.87)	(1.56%)	(53,248.82)	(3.77%)
Net Gain or (Loss)	12,682.66	317,081.24	26,354.56	(304,398.58)	(96.00%)	(13,671.90)	(51.88%)

**Society of American Archivists
Membership and Periodicals
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$343,213.12	\$345,447.29	\$347,936.02	(\$2,234.17)	(0.65%)	(\$4,722.90)	(1.36%)
Subscriptions & Advertising	12,507.99	3,781.00	16,000.00	8,726.99	230.81%	(3,492.01)	(21.83%)
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	1,116.80	1,386.40	758.32	(269.60)	(19.45%)	358.48	47.27%
Total Income	<u>356,837.91</u>	<u>350,614.69</u>	<u>364,694.34</u>	<u>6,223.22</u>	<u>1.77%</u>	<u>(7,856.43)</u>	<u>(2.15%)</u>
Expenses							
Salaries, Wages, & Benefits	56,022.84	63,641.39	60,322.86	(7,618.55)	(11.97%)	(4,300.02)	(7.13%)
Office Occupancy & Utilities	5,430.24	4,137.63	6,096.01	1,292.61	31.24%	(665.77)	(10.92%)
Services	42,456.89	34,325.30	57,326.85	8,131.59	23.69%	(14,869.96)	(25.94%)
Supplies	150.00	1,123.84	981.20	(973.84)	(86.65%)	(831.20)	(84.71%)
Travel	8,948.89	332.84		8,616.05	2,588.65%	8,948.89	0.00%
Leases, Rentals, & Licenses	591.92	661.28	633.33	(69.36)	(10.49%)	(41.41)	(6.54%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	9,923.48		5,785.50	9,923.48	0.00%	4,137.98	71.52%
Total Expenses	<u>123,524.26</u>	<u>104,222.28</u>	<u>131,145.75</u>	<u>19,301.98</u>	<u>18.52%</u>	<u>(7,621.49)</u>	<u>(5.81%)</u>
Net Gain or (Loss)	<u>233,313.65</u>	<u>246,392.41</u>	<u>233,548.59</u>	<u>(13,078.76)</u>	<u>(5.31%)</u>	<u>(234.94)</u>	<u>(0.10%)</u>

**Society of American Archivists
Membership
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$343,213.12	\$345,447.29	\$347,936.02	(\$2,234.17)	(0.65%)	(\$4,722.90)	(1.36%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>695.80</u>	<u>664.40</u>	<u>200.00</u>	<u>31.40</u>	<u>4.73%</u>	<u>495.80</u>	<u>247.90%</u>
Total Income	<u>343,908.92</u>	<u>346,111.69</u>	<u>348,136.02</u>	<u>(2,202.77)</u>	<u>(0.64%)</u>	<u>(4,227.10)</u>	<u>(1.21%)</u>
Expenses							
Salaries, Wages, & Benefits	32,242.93	34,242.94	34,498.73	(2,000.01)	(5.84%)	(2,255.80)	(6.54%)
Office Occupancy & Utilities	3,069.27	2,211.65	3,440.46	857.62	38.78%	(371.19)	(10.79%)
Services	6,310.24	7,500.84	10,969.83	(1,190.60)	(15.87%)	(4,659.59)	(42.48%)
Supplies	150.00	1,114.10	839.41	(964.10)	(86.54%)	(689.41)	(82.13%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	340.30	355.19	362.32	(14.89)	(4.19%)	(22.02)	(6.08%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>9,923.48</u>		<u>5,785.50</u>	<u>9,923.48</u>	<u>0.00%</u>	<u>4,137.98</u>	<u>71.52%</u>
Total Expenses	<u>52,036.22</u>	<u>45,757.56</u>	<u>55,896.25</u>	<u>6,278.66</u>	<u>13.72%</u>	<u>(3,860.03)</u>	<u>(6.91%)</u>
Net Gain or (Loss)	<u>291,872.70</u>	<u>300,354.13</u>	<u>292,239.77</u>	<u>(8,481.43)</u>	<u>(2.82%)</u>	<u>(367.07)</u>	<u>(0.13%)</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	12,507.99	3,781.00	16,000.00	8,726.99	230.81%	(3,492.01)	(21.83%)
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	421.00	722.00	558.32	(301.00)	(41.69%)	(137.32)	(24.60%)
Total Income	<u>12,928.99</u>	<u>4,503.00</u>	<u>16,558.32</u>	<u>8,425.99</u>	<u>187.12%</u>	<u>(3,629.33)</u>	<u>(21.92%)</u>
Expenses							
Salaries, Wages, & Benefits	23,779.91	29,398.45	25,824.13	(5,618.54)	(19.11%)	(2,044.22)	(7.92%)
Office Occupancy & Utilities	2,360.97	1,925.98	2,655.55	434.99	22.59%	(294.58)	(11.09%)
Services	36,146.65	26,824.46	46,357.02	9,322.19	34.75%	(10,210.37)	(22.03%)
Supplies		9.74	141.79	(9.74)	(100.00%)	(141.79)	(100.00%)
Travel	8,948.89			8,948.89	0.00%	8,948.89	0.00%
Leases, Rentals, & Licenses	251.62	306.09	271.01	(54.47)	(17.80%)	(19.39)	(7.15%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>71,488.04</u>	<u>58,464.72</u>	<u>75,249.50</u>	<u>13,023.32</u>	<u>22.28%</u>	<u>(3,761.46)</u>	<u>(5.00%)</u>
Net Gain or (Loss)	<u>(58,559.05)</u>	<u>(53,961.72)</u>	<u>(58,691.18)</u>	<u>(4,597.33)</u>	<u>8.52%</u>	<u>132.13</u>	<u>(0.23%)</u>

**Society of American Archivists
American Archivist
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	4,108.66	1,075.50	3,000.00	3,033.16	282.02%	1,108.66	36.96%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	16.00	72.00		(56.00)	(77.78%)	16.00	0.00%
Total Income	<u>4,124.66</u>	<u>1,147.50</u>	<u>3,000.00</u>	<u>2,977.16</u>	<u>259.45%</u>	<u>1,124.66</u>	<u>37.49%</u>
Expenses							
Salaries, Wages, & Benefits	7,015.84	12,555.07	9,040.23	(5,539.23)	(44.12%)	(2,024.39)	(22.39%)
Office Occupancy & Utilities	756.17	709.76	982.31	46.41	6.54%	(226.14)	(23.02%)
Services	20,609.84	15,790.03	16,198.65	4,819.81	30.52%	4,411.19	27.23%
Supplies		8.61	49.67	(8.61)	(100.00%)	(49.67)	(100.00%)
Travel	8,948.89			8,948.89	0.00%	8,948.89	0.00%
Leases, Rentals, & Licenses	74.61	128.45	94.17	(53.84)	(41.92%)	(19.56)	(20.77%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>37,405.35</u>	<u>29,191.92</u>	<u>26,365.03</u>	<u>8,213.43</u>	<u>28.14%</u>	<u>11,040.32</u>	<u>41.87%</u>
Net Gain or (Loss)	<u>(33,280.69)</u>	<u>(28,044.42)</u>	<u>(23,365.03)</u>	<u>(5,236.27)</u>	<u>18.67%</u>	<u>(9,915.66)</u>	<u>42.44%</u>

**Society of American Archivists
Archival Outlook
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	8,399.33	2,705.50	13,000.00	5,693.83	210.45%	(4,600.67)	(35.39%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	405.00	650.00	558.32	(245.00)	(37.69%)	(153.32)	(27.46%)
Total Income	<u>8,804.33</u>	<u>3,355.50</u>	<u>13,558.32</u>	<u>5,448.83</u>	<u>162.39%</u>	<u>(4,753.99)</u>	<u>(35.06%)</u>
Expenses							
Salaries, Wages, & Benefits	16,764.07	16,843.38	16,783.90	(79.31)	(0.47%)	(19.83)	(0.12%)
Office Occupancy & Utilities	1,604.80	1,216.22	1,673.24	388.58	31.95%	(68.44)	(4.09%)
Services	15,536.81	11,034.43	30,158.37	4,502.38	40.80%	(14,621.56)	(48.48%)
Supplies		1.13	92.12	(1.13)	(100.00%)	(92.12)	(100.00%)
Travel							
Leases, Rentals, & Licenses	177.01	177.64	176.84	(0.63)	(0.35%)	0.17	0.10%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>34,082.69</u>	<u>29,272.80</u>	<u>48,884.47</u>	<u>4,809.89</u>	<u>16.43%</u>	<u>(14,801.78)</u>	<u>(30.28%)</u>
Net Gain or (Loss)	<u>(25,278.36)</u>	<u>(25,917.30)</u>	<u>(35,326.15)</u>	<u>638.94</u>	<u>(2.47%)</u>	<u>10,047.79</u>	<u>(28.44%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	26,298.30	36,905.51	29,579.37	(10,607.21)	(28.74%)	(3,281.07)	(11.09%)
Workshops	163,234.60	203,687.11	170,825.00	(40,452.51)	(19.86%)	(7,590.40)	(4.44%)
Annual Meeting	719,033.00	1,015,787.21	742,160.54	(296,754.21)	(29.21%)	(23,127.54)	(3.12%)
Publications & CD Sales	72,685.13	61,381.24	104,828.94	11,303.89	18.42%	(32,143.81)	(30.66%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	12,553.93	13,673.51	12,144.10	(1,119.58)	(8.19%)	409.83	3.37%
Total Income	<u>993,804.96</u>	<u>1,331,434.58</u>	<u>1,059,537.95</u>	<u>(337,629.62)</u>	<u>(25.36%)</u>	<u>(65,732.99)</u>	<u>(6.20%)</u>
Expenses							
Salaries, Wages, & Benefits	194,720.07	175,414.43	185,104.38	19,305.64	11.01%	9,615.69	5.19%
Office Occupancy & Utilities	18,662.78	13,837.24	20,878.19	4,825.54	34.87%	(2,215.41)	(10.61%)
Services	463,511.04	514,984.98	455,899.17	(51,473.94)	(10.00%)	7,611.87	1.67%
Supplies	6,295.75	7,524.99	1,820.98	(1,229.24)	(16.34%)	4,474.77	245.73%
Travel	36,914.83	40,150.37	42,638.32	(3,235.54)	(8.06%)	(5,723.49)	(13.42%)
Leases, Rentals, & Licenses	7,125.07	7,225.90	32,226.00	(100.83)	(1.40%)	(25,100.93)	(77.89%)
Taxes, Dues, & Subscriptions	20,069.98	(17,598.39)	20,000.00	37,668.37	(214.04%)	69.98	0.35%
Depreciation, Cost of Goods Sold & Other	196,874.19	207,012.17	198,861.47	(10,137.98)	(4.90%)	(1,987.28)	(1.00%)
Total Expenses	<u>944,173.71</u>	<u>948,551.69</u>	<u>957,428.51</u>	<u>(4,377.98)</u>	<u>(0.46%)</u>	<u>(13,254.80)</u>	<u>(1.38%)</u>
Net Gain or (Loss)	<u>49,631.25</u>	<u>382,882.89</u>	<u>102,109.44</u>	<u>(333,251.64)</u>	<u>(87.04%)</u>	<u>(52,478.19)</u>	<u>(51.39%)</u>

**Society of American Archivists
Annual Meeting
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	900.00	7,820.00	4,300.00	(6,920.00)	(88.49%)	(3,400.00)	(79.07%)
Workshops					0.00%		0.00%
Annual Meeting	719,033.00	1,015,787.21	742,160.54	(296,754.21)	(29.21%)	(23,127.54)	(3.12%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>720,333.00</u>	<u>1,023,607.21</u>	<u>747,810.54</u>	<u>(303,274.21)</u>	<u>(29.63%)</u>	<u>(27,477.54)</u>	<u>(3.67%)</u>
Expenses							
Salaries, Wages, & Benefits	76,375.93	60,513.87	65,087.13	15,862.06	26.21%	11,288.80	17.34%
Office Occupancy & Utilities	7,126.86	5,227.73	8,512.56	1,899.13	36.33%	(1,385.70)	(16.28%)
Services	353,866.93	411,084.06	339,548.10	(57,217.13)	(13.92%)	14,318.83	4.22%
Supplies	1,113.59	5,281.05	1,128.93	(4,167.46)	(78.91%)	(15.34)	(1.36%)
Travel	8,898.30	6,389.55	5,650.00	2,508.75	39.26%	3,248.30	57.49%
Leases, Rentals, & Licenses	4,796.91	2,650.83	29,882.23	2,146.08	80.96%	(25,085.32)	(83.95%)
Taxes, Dues, & Subscriptions	19,999.98	(19,233.38)	20,000.00	39,233.36	(203.99%)	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	163,981.20	185,093.29	154,344.26	(21,112.09)	(11.41%)	9,636.94	6.24%
Total Expenses	<u>636,159.70</u>	<u>657,007.00</u>	<u>624,153.21</u>	<u>(20,847.30)</u>	<u>(3.17%)</u>	<u>12,006.49</u>	<u>1.92%</u>
Net Gain or (Loss)	<u>84,173.30</u>	<u>366,600.21</u>	<u>123,657.33</u>	<u>(282,426.91)</u>	<u>(77.04%)</u>	<u>(39,484.03)</u>	<u>(31.93%)</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	900.00		4,300.00	900.00	0.00%	(3,400.00)	(79.07%)
Workshops							
Annual Meeting	719,033.00		742,160.54	719,033.00	0.00%	(23,127.54)	(3.12%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>720,333.00</u>		<u>747,810.54</u>	<u>720,333.00</u>	<u>0.00%</u>	<u>(27,477.54)</u>	<u>(3.67%)</u>
Expenses							
Salaries, Wages, & Benefits	72,212.97	8,613.09	56,948.09	63,599.88	738.41%	15,264.88	26.80%
Office Occupancy & Utilities	6,665.52	207.20	7,699.06	6,458.32	3,116.95%	(1,033.54)	(13.42%)
Services	351,228.55	4,347.20	338,759.88	346,881.35	7,979.42%	12,468.67	3.68%
Supplies	1,113.59	296.38	1,084.16	817.21	275.73%	29.43	2.71%
Travel	5,682.20	4,764.32	5,650.00	917.88	19.27%	32.20	0.57%
Leases, Rentals, & Licenses	4,752.55	81.75	29,798.58	4,670.80	5,713.52%	(25,046.03)	(84.05%)
Taxes, Dues, & Subscriptions	19,999.98		20,000.00	19,999.98	0.00%	(0.02)	0.00%
Depreciation, Cost of Goods Sold & Other	174,504.34	(18,309.94)	164,213.48	192,814.28	(1,053.06%)	10,290.86	6.27%
Total Expenses	<u>636,159.70</u>		<u>624,153.25</u>	<u>636,159.70</u>	<u>0.00%</u>	<u>12,006.45</u>	<u>1.92%</u>
Net Gain or (Loss)	<u>84,173.30</u>		<u>123,657.29</u>	<u>84,173.30</u>	<u>0.00%</u>	<u>(39,483.99)</u>	<u>(31.93%)</u>

**Society of American Archivists
Annual Meeting - Washington 2018
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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>
Income							
Dues							
Subscriptions & Advertising		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,015,787.21		(1,015,787.21)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u> </u>	<u>1,023,607.21</u>	<u> </u>	<u>(1,023,607.21)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		51,900.78		(51,900.78)	(100.00%)		0.00%
Office Occupancy & Utilities		5,020.53		(5,020.53)	(100.00%)		0.00%
Services		406,736.86		(406,736.86)	(100.00%)		0.00%
Supplies		4,984.67		(4,984.67)	(100.00%)		0.00%
Travel		1,625.23		(1,625.23)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,569.08		(2,569.08)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		(19,233.38)		19,233.38	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		203,403.23		(203,403.23)	(100.00%)		0.00%
Total Expenses	<u> </u>	<u>657,007.00</u>	<u> </u>	<u>(657,007.00)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>
Net Gain or (Loss)	<u> </u>	<u>366,600.21</u>	<u> </u>	<u>(366,600.21)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	4,162.96		8,139.04	4,162.96	0.00%	(3,976.08)	(48.85%)
Office Occupancy & Utilities	461.34		813.50	461.34	0.00%	(352.16)	(43.29%)
Services	2,638.38		788.22	2,638.38	0.00%	1,850.16	234.73%
Supplies			44.77		0.00%	(44.77)	(100.00%)
Travel	3,216.10			3,216.10	0.00%	3,216.10	0.00%
Leases, Rentals, & Licenses	44.36		83.65	44.36	0.00%	(39.29)	(46.97%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(10,523.14)		(9,869.22)	(10,523.14)	0.00%	(653.92)	6.63%
Total Expenses			(0.04)		0.00%	0.04	(100.00%)
Net Gain or (Loss)			0.04		0.00%	(0.04)	(100.00%)

**Society of American Archivists
Publications
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	72,685.13	61,314.24	104,828.94	11,370.89	18.55%	(32,143.81)	(30.66%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>10,279.95</u>	<u>13,673.51</u>	<u>10,794.10</u>	<u>(3,393.56)</u>	<u>(24.82%)</u>	<u>(514.15)</u>	<u>(4.76%)</u>
Total Income	<u>82,965.08</u>	<u>74,987.75</u>	<u>115,623.04</u>	<u>7,977.33</u>	<u>10.64%</u>	<u>(32,657.96)</u>	<u>(28.25%)</u>
Expenses							
Salaries, Wages, & Benefits	34,259.43	34,334.10	35,742.25	(74.67)	(0.22%)	(1,482.82)	(4.15%)
Office Occupancy & Utilities	3,414.19	2,399.11	3,564.02	1,015.08	42.31%	(149.83)	(4.20%)
Services	50,065.41	44,527.70	54,208.81	5,537.71	12.44%	(4,143.40)	(7.64%)
Supplies	4,402.62	330.60	196.21	4,072.02	1,231.71%	4,206.41	2,143.83%
Travel	1,665.34	1,862.94	3,715.00	(197.60)	(10.61%)	(2,049.66)	(55.17%)
Leases, Rentals, & Licenses	1,441.06	1,436.56	1,455.83	4.50	0.31%	(14.77)	(1.01%)
Taxes, Dues, & Subscriptions	70.00	1,634.99		(1,564.99)	(95.72%)	70.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>32,892.99</u>	<u>21,859.89</u>	<u>44,517.21</u>	<u>11,033.10</u>	<u>50.47%</u>	<u>(11,624.22)</u>	<u>(26.11%)</u>
Total Expenses	<u>128,211.04</u>	<u>108,385.89</u>	<u>143,399.33</u>	<u>19,825.15</u>	<u>18.29%</u>	<u>(15,188.29)</u>	<u>(10.59%)</u>
Net Gain or (Loss)	<u>(45,245.96)</u>	<u>(33,398.14)</u>	<u>(27,776.29)</u>	<u>(11,847.82)</u>	<u>35.47%</u>	<u>(17,469.67)</u>	<u>62.89%</u>

**Society of American Archivists
Education
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	163,234.60	203,687.11	170,825.00	(40,452.51)	(19.86%)	(7,590.40)	(4.44%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	1,873.98			1,873.98	0.00%	1,873.98	0.00%
Total Income	<u>165,108.58</u>	<u>203,754.11</u>	<u>170,825.00</u>	<u>(38,645.53)</u>	<u>(18.97%)</u>	<u>(5,716.42)</u>	<u>(3.35%)</u>
Expenses							
Salaries, Wages, & Benefits	81,160.85	78,610.09	81,610.46	2,550.76	3.24%	(449.61)	(0.55%)
Office Occupancy & Utilities	7,872.78	6,083.69	8,536.11	1,789.09	29.41%	(663.33)	(7.77%)
Services	50,027.10	49,126.56	52,746.35	900.54	1.83%	(2,719.25)	(5.16%)
Supplies	779.54	1,913.21	481.23	(1,133.67)	(59.25%)	298.31	61.99%
Travel	25,594.07	31,356.46	31,798.32	(5,762.39)	(18.38%)	(6,204.25)	(19.51%)
Leases, Rentals, & Licenses	856.43	3,118.34	859.73	(2,261.91)	(72.54%)	(3.30)	(0.38%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		58.99		(58.99)	(100.00%)		0.00%
Total Expenses	<u>166,290.77</u>	<u>170,267.34</u>	<u>176,032.20</u>	<u>(3,976.57)</u>	<u>(2.34%)</u>	<u>(9,741.43)</u>	<u>(5.53%)</u>
Net Gain or (Loss)	<u>(1,182.19)</u>	<u>33,486.77</u>	<u>(5,207.20)</u>	<u>(34,668.96)</u>	<u>(103.53%)</u>	<u>4,025.01</u>	<u>(77.30%)</u>

**Society of American Archivists
Career Services
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	25,398.30	29,085.51	25,279.37	(3,687.21)	(12.68%)	118.93	0.47%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>25,398.30</u>	<u>29,085.51</u>	<u>25,279.37</u>	<u>(3,687.21)</u>	<u>(12.68%)</u>	<u>118.93</u>	<u>0.47%</u>
Expenses							
Salaries, Wages, & Benefits	2,923.86	1,956.37	2,664.54	967.49	49.45%	259.32	9.73%
Office Occupancy & Utilities	248.95	126.71	265.50	122.24	96.47%	(16.55)	(6.23%)
Services	9,551.60	10,246.66	9,395.91	(695.06)	(6.78%)	155.69	1.66%
Supplies		0.13	14.61	(0.13)	(100.00%)	(14.61)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	30.67	20.17	28.21	10.50	52.06%	2.46	8.72%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>13,512.20</u>	<u>12,891.46</u>	<u>13,843.77</u>	<u>620.74</u>	<u>4.82%</u>	<u>(331.57)</u>	<u>(2.40%)</u>
Net Gain or (Loss)	<u>11,886.10</u>	<u>16,194.05</u>	<u>11,435.60</u>	<u>(4,307.95)</u>	<u>(26.60%)</u>	<u>450.50</u>	<u>3.94%</u>

**Society of American Archivists
Operational Expense Centers
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	13,833.03	12,753.79	13,344.00	1,079.24	8.46%	489.03	3.66%
Shipping, Handling, & Other	6,179.67	1,726.96		4,452.71	257.84%	6,179.67	0.00%
Total Income	<u>20,012.70</u>	<u>14,480.75</u>	<u>13,344.00</u>	<u>5,531.95</u>	<u>38.20%</u>	<u>6,668.70</u>	<u>49.98%</u>
Expenses							
Salaries, Wages, & Benefits	134,570.66	145,757.06	135,800.20	(11,186.40)	(7.67%)	(1,229.54)	(0.91%)
Office Occupancy & Utilities	13,261.38	10,631.86	14,604.81	2,629.52	24.73%	(1,343.43)	(9.20%)
Services	94,179.77	102,404.52	113,484.64	(8,224.75)	(8.03%)	(19,304.87)	(17.01%)
Supplies	8,603.93	8,509.03	1,091.94	94.90	1.12%	7,511.99	687.95%
Travel	17,807.02	21,985.14	33,978.32	(4,178.12)	(19.00%)	(16,171.30)	(47.59%)
Leases, Rentals, & Licenses	1,808.66	1,528.46	1,902.61	280.20	18.33%	(93.95)	(4.94%)
Taxes, Dues, & Subscriptions	363.00	17,356.55	2,810.00	(16,993.55)	(97.91%)	(2,447.00)	(87.08%)
Depreciation, Cost of Goods Sold & Other	19,680.52	18,502.19	18,974.95	1,178.33	6.37%	705.57	3.72%
Total Expenses	<u>290,274.94</u>	<u>326,674.81</u>	<u>322,647.47</u>	<u>(36,399.87)</u>	<u>(11.14%)</u>	<u>(32,372.53)</u>	<u>(10.03%)</u>
Net Gain or (Loss)	<u>(270,262.24)</u>	<u>(312,194.06)</u>	<u>(309,303.47)</u>	<u>41,931.82</u>	<u>(13.43%)</u>	<u>39,041.23</u>	<u>(12.62%)</u>

**Society of American Archivists
General & Administrative
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	13,833.03	12,753.79	13,344.00	1,079.24	8.46%	489.03	3.66%
Shipping, Handling, & Other	6,179.67	1,031.96		5,147.71	498.83%	6,179.67	0.00%
Total Income	<u>20,012.70</u>	<u>13,785.75</u>	<u>13,344.00</u>	<u>6,226.95</u>	<u>45.17%</u>	<u>6,668.70</u>	<u>49.98%</u>
Expenses							
Salaries, Wages, & Benefits	83,143.21	98,382.18	83,591.78	(15,238.97)	(15.49%)	(448.57)	(0.54%)
Office Occupancy & Utilities	8,296.32	6,518.60	8,574.67	1,777.72	27.27%	(278.35)	(3.25%)
Services	48,441.13	71,202.48	66,502.27	(22,761.35)	(31.97%)	(18,061.14)	(27.16%)
Supplies	7,957.77	8,035.60	805.39	(77.83)	(0.97%)	7,152.38	888.06%
Travel	5,609.75	7,482.92	8,593.32	(1,873.17)	(25.03%)	(2,983.57)	(34.72%)
Leases, Rentals, & Licenses	866.80	1,012.17	1,352.87	(145.37)	(14.36%)	(486.07)	(35.93%)
Taxes, Dues, & Subscriptions	13.00	1,660.96		(1,647.96)	(99.22%)	13.00	0.00%
Depreciation, Cost of Goods Sold & Other	19,680.52	18,502.19	18,974.95	1,178.33	6.37%	705.57	3.72%
Total Expenses	<u>174,008.50</u>	<u>212,797.10</u>	<u>188,395.25</u>	<u>(38,788.60)</u>	<u>(18.23%)</u>	<u>(14,386.75)</u>	<u>(7.64%)</u>
Net Gain or (Loss)	<u>(153,995.80)</u>	<u>(199,011.35)</u>	<u>(175,051.25)</u>	<u>45,015.55</u>	<u>(22.62%)</u>	<u>21,055.45</u>	<u>(12.03%)</u>

**Society of American Archivists
Governance
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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		695.00		(695.00)	(100.00%)		0.00%
Total Income		695.00		(695.00)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits	28,377.36	22,240.39	26,480.84	6,136.97	27.59%	1,896.52	7.16%
Office Occupancy & Utilities	2,505.22	2,394.48	3,463.97	110.74	4.62%	(958.75)	(27.68%)
Services	39,978.55	21,366.82	28,409.57	18,611.73	87.11%	11,568.98	40.72%
Supplies	646.16	151.78	145.27	494.38	325.72%	500.89	344.80%
Travel	10,212.91	13,291.85	13,460.00	(3,078.94)	(23.16%)	(3,247.09)	(24.12%)
Leases, Rentals, & Licenses	696.85	252.30	279.99	444.55	176.20%	416.86	148.88%
Taxes, Dues, & Subscriptions	350.00	3,695.59	2,810.00	(3,345.59)	(90.53%)	(2,460.00)	(87.54%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	82,767.05	63,393.21	75,049.64	19,373.84	30.56%	7,717.41	10.28%
Net Gain or (Loss)	(82,767.05)	(62,698.21)	(75,049.64)	(20,068.84)	32.01%	(7,717.41)	10.28%

**Society of American Archivists
Advocacy
For the Four Months Ending Thursday, October 31, 2019**

	<u>Year-To-Date 10/31/2019</u>	<u>Year-To-Date 10/31/2018</u>	<u>Budget 10/31/2019</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	23,050.09	25,134.49	25,727.58	(2,084.40)	(8.29%)	(2,677.49)	(10.41%)
Office Occupancy & Utilities	2,459.84	1,718.78	2,566.17	741.06	43.12%	(106.33)	(4.14%)
Services	5,760.09	9,835.22	18,572.80	(4,075.13)	(41.43%)	(12,812.71)	(68.99%)
Supplies		321.65	141.28	(321.65)	(100.00%)	(141.28)	(100.00%)
Travel	1,984.36	1,210.37	11,925.00	773.99	63.95%	(9,940.64)	(83.36%)
Leases, Rentals, & Licenses	245.01	263.99	269.75	(18.98)	(7.19%)	(24.74)	(9.17%)
Taxes, Dues, & Subscriptions		12,000.00		(12,000.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	33,499.39	50,484.50	59,202.58	(16,985.11)	(33.64%)	(25,703.19)	(43.42%)
Net Gain or (Loss)	(33,499.39)	(50,484.50)	(59,202.58)	16,985.11	(33.64%)	25,703.19	(43.42%)