

TO: SAA Finance Committee
SAA Staff Directors

FR: Peter Carlson, Director of Finance and Administration

DT: June 1, 2020

RE: April 2020 Year-to-Date Financial Statements (FY 2020)

Overview

For the month ending April 30, 2020, SAA posted a net loss of \$85,015. This is an unfavorable variance of \$41,394, as the budgeted loss for April was \$43,621. Total revenues as of April 30 were lower than last year and budget by \$328,466 (12.43%) and \$127,810 (5.23%), respectively. Total expenses were higher than last year by \$27,744 (1.17%) and lower than budget by \$86,416 (3.48%).

Note: The net loss for March 31 was \$125,413 and, while it would appear that we made significant progress with April's loss being "just" \$85,015, this variance also reflects unrealized gains for Operation investments and is not an operational gain.

Balance Sheet

Cash and Investments balances were lower than last year by \$260,354 (14.83%) and total deferred revenues were lower than last year by \$134,589 (15.49%). The variance in deferred revenues is prelude to the effects of the COVID-19 pandemic, which we will see much more clearly in the final two months of FY 2020. Education and Annual Meeting deferred revenues are down by 25.37% and 55.5%, respectively. Notably, Membership deferred revenues were down by \$26,789 (4.82%), the first month of significant contraction in Membership revenue expectations. The significant reduction in cash balance is due to the large outlays for Nimble AMS and live-streaming at the 2019 Annual Meeting in Austin. As of April close, cash balances were inflated somewhat by the inflow of cash from AWEF fundraising. As of May close, inter-company settlement between SAA and the SAA Foundation will correct this aberration.

Income Statement

For the month ending April 30, 2020, SAA posted a net loss of \$85,015. This net loss is greater than last year and budget by \$356,210 (131.35%) and \$41,394 (94.90%), respectively. All cost centers with the exception of Publications, Governance, and General and Administrative had lower-than-budgeted revenue. Expenses were higher than budget in four cost centers: Annual Meeting, Publications, General and Administrative, and Governance. Overall, total expenses are higher than last year by \$27,744 (1.17%) and lower than budget by \$86,416 (3.48%).

Specific points of interest are as follows:

- **Membership:** As of April 30, the overall membership count was down by 26 (0.9%), and dues revenue was lower than last year and budget by \$16,967 (1.95%) and \$24,280 (2.77%), respectively. Membership's net gain for April was lower than last year and budget by \$28,262 (3.73%) and \$2,371 (0.32%). Membership deferred revenues in April were lower than last year by \$26,789 (4.82%). The decline in deferred revenue is accelerating and an indication that COVID-19 is having an impact on Membership revenues.
- **American Archivist:** The Journal showed a net loss of \$52,126 as of April 30, which is \$953 (1.86%) greater than last year and \$4,250 (8.88%) greater than the budgeted net loss of \$47,877. Total revenues were lower than last year and budget by \$8,370 (14.31%) and \$9,032 (15.27%), respectively. Expenses are lower than last year and budget by \$7,417 (6.76%) and \$4,782 (4.47%), respectively. The expense variance reflects significant costs associated with the fall Editorial Board meeting, offset by savings as a result of not mailing printed material during the pandemic.
- **Archival Outlook:** The magazine's net loss as of April 30 was \$81,196, which is smaller than last year and budget by \$17,809 (17.99%) and \$5,344 (6.17%), respectively. Advertising revenue was higher than last year by \$6,710 (27.41%) and lower than budget by \$3,809 (10.88%). The variance with budget is due to timing of revenue recognition.
- **Annual Meeting:** As of April 30, the Joint Annual Meeting in Austin showed a net gain of \$76,682, which is lower than last year and budget by \$285,195 (78.81%) and \$40,507 (34.57%), respectively. Revenues were lower than last year and budget by \$303,011 (29.59%) and \$26,935 (3.60%), respectively. Although we budgeted for 1,779 attendees, paid attendance was 1,701—and thus the revenue shortfall of 3.6% was expected.
- **Publications:** Publications showed a net loss of \$96,308 on April 30, greater than last year by \$18,977 (24.54%) and better than budget by \$4,173 (4.15%). Total revenue as of April 30 was higher than last year by \$84,162 (59.49%) and exceeded budget by \$32,848 (17.04%). Expenses as of April 30 were higher than last year and budget by \$103,139 (47.14%) and \$28,675 (9.78%), respectively. The large variance when compared with last year's and budgeted expenses reflects the fact that expenses for picking, packing, and distribution increase as sales (and revenue) increase. In addition, Cost-of-Goods-Sold (COGS) is always a larger share of overall costs for new (first print-run) titles than for standing inventory items.
- **Education:** Education posted a net loss of \$33,824 for the period ending April 30. This performance falls short of last year and budget by \$61,189 (223.61%) and \$47,755 (342.81%). Total revenues fell short of budget estimates by \$124,193 (28.55%) and expenses were under budget by \$76,439 (18.15%). 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 April 30, Career Services posted a net gain of \$33,929, which is lower than last year and budget by \$9,981 (22.73%) and \$6,869 (16.84%), respectively. Revenues are lower than last year and budget by \$11,933 (16.34%) and \$10,188 (14.29%), respectively. The COVID-19 pandemic has all but shut down the professional job market, and Career Center performance reflects this with revenues declining by more than 68% in April.

- General and Administrative:** The net loss in G&A for the period ending April 30 was \$412,559, which is less than last year and budget by \$43,549 (9.55%) and \$21,381 (4.93%), respectively. The variances with last year and budget reflect the booking of unrealized gains on the Operation CD portfolio as well as savings accruing from SAA's use of the CARES Act's Employee Retention Tax Credit (ERTC). Unlike salaries, wages, and benefits, which are allocated across all programs according to staff effort, the ERTC has been accounted for entirely in the General and Administrative income statement. This has the effect of reducing G&A expenses while preserving normal expense bases for all other program areas.
- Governance:** As of April 30, Governance posted a net loss of \$142,318. This is a higher net loss than last year and budget by \$23,315 (19.59%) and \$8,612 (6.44%), 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 audio-recording of section meetings. In addition, the unbudgeted meeting of the Tragedy Response Initiative Task Force in February contributed to this variance. Going forward, it is possible that this program will come in close to budget as COVID-19 travel restrictions have resulted in the cancellation of the in-person Council meeting in May.
- Advocacy:** As of April 30, Advocacy posted a net loss of \$106,110, less than last year and budget by \$10,302 (8.85%) and \$38,072 (26.41%), respectively. The variance with last year and budget is due to timing (and likely cancellation) of the public relations/public awareness media training planned for in the budget.

**Society of American Archivists
Balance Sheet - Operations
Thursday, April 30, 2020**

	<u>Fiscal 2020</u>	<u>Fiscal 2019</u>	<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$1,495,714.02	\$1,756,068.19	(\$260,354.17)	(14.83%)
Accounts Receivable	10,744.23	13,334.26	(2,590.03)	(19.42%)
Equipment	53,474.85	62,008.80	(8,533.95)	(13.76%)
Deposits	11,608.41	8,706.85	2,901.56	33.33%
Inventory	103,053.68	105,794.02	(2,740.34)	(2.59%)
Prepaid Expenses	128,030.95	150,093.70	(22,062.75)	(14.70%)
Due From Operations	474,880.91	330,208.76	144,672.15	43.81%
Due From Foundation	493,373.20	472,548.34	20,824.86	4.41%
Cash Clearing	152.08		152.08	(100.00%)
Total Assets	<u><u>2,771,032.33</u></u>	<u><u>2,898,762.92</u></u>	<u><u>(127,730.59)</u></u>	<u><u>(4.41%)</u></u>
Liabilities				
Accounts Payable	28,791.71	11,319.68	17,472.03	154.35%
Salaries and Wages Payable	48,970.71	40,365.82	8,604.89	21.32%
Deferred Revenues				
Annual Meeting		53,032.00	(53,032.00)	(100.00%)
Subscriptions	88,700.07	89,136.00	(435.93)	(0.49%)
Membership	529,246.09	556,035.34	(26,789.25)	(4.82%)
Education	42,086.00	56,390.20	(14,304.20)	(25.37%)
Sponsors		14,800.00	(14,800.00)	(100.00%)
Advertising	1,500.00	3,896.00	(2,396.00)	(61.50%)
Exhibitors	73,000.00	95,700.00	(22,700.00)	(23.72%)
Consultants		132.00	(132.00)	(100.00%)
Publication Pre-Sales				(100.00%)
Total Deferred Revenues	734,532.16	869,121.54	(134,589.38)	(15.49%)
Due to Council-Directed Funds	1,179,063.15	891,812.19	287,250.96	32.21%
Due To Foundation	148,977.31	98,062.63	50,914.68	51.92%
Deferred Rent	11,421.21	12,594.52	(1,173.31)	(9.32%)
Total Liabilities	<u><u>2,151,756.25</u></u>	<u><u>1,923,276.38</u></u>	<u><u>228,479.87</u></u>	<u><u>11.88%</u></u>
Net Assets				
Fund Balance	704,291.23	704,291.23		0.00%
Net Gain or Loss	(85,015.15)	271,195.31	(356,210.46)	(131.35%)
Total Net Assets	<u><u>619,276.08</u></u>	<u><u>975,486.54</u></u>	<u><u>(356,210.46)</u></u>	<u><u>(36.52%)</u></u>
Total Liabilities and Net Assets	<u><u>2,771,032.33</u></u>	<u><u>2,898,762.92</u></u>	<u><u>(127,730.59)</u></u>	<u><u>(4.41%)</u></u>

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Ten Months Ending Thursday, April 30, 2020

	<u>Year-To-Date</u> <u>4/30/2020</u>	<u>Year-To-Date</u> <u>4/30/2019</u>	<u>Budget</u> <u>4/30/2020</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Operations							
Membership	\$728,814.63	\$757,076.44	\$731,185.89	(\$28,261.81)	(3.73%)	(\$2,371.26)	(0.32%)
Annual Meeting	76,682.02	361,876.52	117,189.26	(285,194.50)	(78.81%)	(40,507.24)	(34.57%)
Publications	(96,307.65)	(77,331.01)	(100,480.74)	(18,976.64)	24.54%	4,173.09	(4.15%)
Education	(33,824.35)	27,364.54	13,930.55	(61,188.89)	(223.61%)	(47,754.90)	(342.81%)
Career Services	33,928.98	43,909.80	40,798.47	(9,980.82)	(22.73%)	(6,869.49)	(16.84%)
American Archivist	(52,126.33)	(51,173.68)	(47,876.64)	(952.65)	1.86%	(4,249.69)	8.88%
Archival Outlook	(81,195.97)	(99,004.90)	(86,539.63)	17,808.93	(17.99%)	5,343.66	(6.17%)
General & Administrative	(412,559.04)	(456,108.00)	(433,940.37)	43,548.96	(9.55%)	21,381.33	(4.93%)
Advocacy	(106,109.56)	(116,411.60)	(144,181.79)	10,302.04	(8.85%)	38,072.23	(26.41%)
Governance	(142,317.88)	(119,002.80)	(133,705.71)	(23,315.08)	19.59%	(8,612.17)	6.44%
Total Net Gain/(Loss)	<u>(85,015.15)</u>	<u>271,195.31</u>	<u>(43,620.71)</u>	<u>(356,210.46)</u>	<u>(131.35%)</u>	<u>(41,394.44)</u>	<u>94.90%</u>

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Ten Months Ending Thursday, April 30, 2020

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Revenues							
Membership	\$852,453.06	\$868,872.58	\$876,060.21	(\$16,419.52)	(1.89%)	(\$23,607.15)	(2.69%)
Annual Meeting	720,876.00	1,023,887.09	747,810.54	(303,011.09)	(29.59%)	(26,934.54)	(3.60%)
Publications	225,641.41	141,479.08	192,793.13	84,162.33	59.49%	32,848.28	17.04%
Education	310,848.18	417,553.39	435,041.67	(106,705.21)	(25.55%)	(124,193.49)	(28.55%)
Career Services	61,091.65	73,025.01	71,279.88	(11,933.36)	(16.34%)	(10,188.23)	(14.29%)
American Archivist	50,118.43	58,487.61	59,150.00	(8,369.18)	(14.31%)	(9,031.57)	(15.27%)
Archival Outlook	32,200.88	26,156.25	36,395.80	6,044.63	23.11%	(4,194.92)	(11.53%)
General & Administrative	56,103.29	32,393.25	23,612.00	23,710.04	73.19%	32,491.29	137.60%
Advocacy		250.00		(250.00)	(100.00%)		0.00%
Governance	5,000.00	695.00		4,305.00	619.42%	5,000.00	0.00%
Total Revenues	<u>2,314,332.90</u>	<u>2,642,799.26</u>	<u>2,442,143.23</u>	<u>(328,466.36)</u>	<u>(12.43%)</u>	<u>(127,810.33)</u>	<u>(5.23%)</u>
Expenses							
Membership	123,638.43	111,796.14	144,874.32	11,842.29	10.59%	(21,235.89)	(14.66%)
Annual Meeting	644,193.98	662,010.57	630,621.28	(17,816.59)	(2.69%)	13,572.70	2.15%
Publications	321,949.06	218,810.09	293,273.87	103,138.97	47.14%	28,675.19	9.78%
Education	344,672.53	390,188.85	421,111.12	(45,516.32)	(11.67%)	(76,438.59)	(18.15%)
Career Services	27,162.67	29,115.21	30,481.41	(1,952.54)	(6.71%)	(3,318.74)	(10.89%)
American Archivist	102,244.76	109,661.29	107,026.64	(7,416.53)	(6.76%)	(4,781.88)	(4.47%)
Archival Outlook	113,396.85	125,161.15	122,935.43	(11,764.30)	(9.40%)	(9,538.58)	(7.76%)
General & Administrative	468,662.33	488,501.25	457,552.37	(19,838.92)	(4.06%)	11,109.96	2.43%
Advocacy	106,109.56	116,661.60	144,181.79	(10,552.04)	(9.04%)	(38,072.23)	(26.41%)
Governance	147,317.88	119,697.80	133,705.71	27,620.08	23.07%	13,612.17	10.18%
Total Expenses	<u>2,399,348.05</u>	<u>2,371,603.95</u>	<u>2,485,763.94</u>	<u>27,744.10</u>	<u>1.17%</u>	<u>(86,415.89)</u>	<u>(3.48%)</u>
Total Net Gain/(Loss)	<u>(85,015.15)</u>	<u>271,195.31</u>	<u>(43,620.71)</u>	<u>(356,210.46)</u>	<u>(131.35%)</u>	<u>(41,394.44)</u>	<u>94.90%</u>

Society of American Archivists
Consolidated Statement of Activities
For the Ten Months Ending Thursday, April 30, 2020

	<u>Year-To-Date</u> <u>4/30/2020</u>	<u>Year-To-Date</u> <u>4/30/2019</u>	<u>Budget</u> <u>4/30/2020</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$851,180.46	\$868,146.98	\$875,460.21	(\$16,966.52)	(1.95%)	(\$24,279.75)	(2.77%)
Subscriptions & Advertising	143,220.96	156,336.26	166,029.88	(13,115.30)	(8.39%)	(22,808.92)	(13.74%)
Workshops	307,578.28	417,009.39	435,041.67	(109,431.11)	(26.24%)	(127,463.39)	(29.30%)
Annual Meeting	719,576.00	1,016,067.09	742,160.54	(296,491.09)	(29.18%)	(22,584.54)	(3.04%)
Publications & CD Sales	194,427.98	119,303.82	172,889.12	75,124.16	62.97%	21,538.86	12.46%
Contributions					0.00%		0.00%
Investments	49,805.65	27,861.29	23,612.00	21,944.36	78.76%	26,193.65	110.93%
Shipping, Handling, & Other	48,543.57	38,074.43	26,949.81	10,469.14	27.50%	21,593.76	80.13%
Total Income	<u>2,314,332.90</u>	<u>2,642,799.26</u>	<u>2,442,143.23</u>	<u>(328,466.36)</u>	<u>(12.43%)</u>	<u>(127,810.33)</u>	<u>(5.23%)</u>
Expenses							
Salaries, Wages, & Benefits	947,937.26	935,897.71	963,669.32	12,039.55	1.29%	(15,732.06)	(1.63%)
Office Occupancy & Utilities	92,955.24	88,929.53	100,767.64	4,025.71	4.53%	(7,812.40)	(7.75%)
Services	952,800.56	974,713.49	953,892.04	(21,912.93)	(2.25%)	(1,091.48)	(0.11%)
Supplies	19,816.23	20,853.39	8,066.28	(1,037.16)	(4.97%)	11,749.95	145.67%
Travel	98,240.32	144,380.71	133,021.60	(46,140.39)	(31.96%)	(34,781.28)	(26.15%)
Leases, Rentals, & Licenses	16,992.37	30,143.01	43,149.78	(13,150.64)	(43.63%)	(26,157.41)	(60.62%)
Taxes, Dues, & Subscriptions	42,788.90	10,672.29	42,500.00	32,116.61	300.93%	288.90	0.68%
Depreciation, Cost of Goods Sold & Other	227,817.17	166,013.82	240,697.28	61,803.35	37.23%	(12,880.11)	(5.35%)
Total Expenses	<u>2,399,348.05</u>	<u>2,371,603.95</u>	<u>2,485,763.94</u>	<u>27,744.10</u>	<u>1.17%</u>	<u>(86,415.89)</u>	<u>(3.48%)</u>
Net Gain or (Loss)	<u>(85,015.15)</u>	<u>271,195.31</u>	<u>(43,620.71)</u>	<u>(356,210.46)</u>	<u>(131.35%)</u>	<u>(41,394.44)</u>	<u>94.90%</u>

**Society of American Archivists
Membership and Periodicals
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$851,180.46	\$868,146.98	\$875,460.21	(\$16,966.52)	(1.95%)	(\$24,279.75)	(2.77%)
Subscriptions & Advertising	81,229.31	75,491.25	90,450.00	5,738.06	7.60%	(9,220.69)	(10.19%)
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	2,362.60	9,878.21	5,695.80	(7,515.61)	(76.08%)	(3,333.20)	(58.52%)
Total Income	<u>934,772.37</u>	<u>953,516.44</u>	<u>971,606.01</u>	<u>(18,744.07)</u>	<u>(1.97%)</u>	<u>(36,833.64)</u>	<u>(3.79%)</u>
Expenses							
Salaries, Wages, & Benefits	158,678.81	165,735.02	166,546.48	(7,056.21)	(4.26%)	(7,867.67)	(4.72%)
Office Occupancy & Utilities	15,340.97	15,092.05	16,600.94	248.92	1.65%	(1,259.97)	(7.59%)
Services	136,064.06	161,300.74	170,531.74	(25,236.68)	(15.65%)	(34,467.68)	(20.21%)
Supplies	236.05	1,123.84	2,050.74	(887.79)	(79.00%)	(1,814.69)	(88.49%)
Travel	13,432.64	1,010.84		12,421.80	1,228.86%	13,432.64	0.00%
Leases, Rentals, & Licenses	1,698.46	1,740.29	1,749.99	(41.83)	(2.40%)	(51.53)	(2.94%)
Taxes, Dues, & Subscriptions		615.80		(615.80)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	13,829.05		17,356.50	13,829.05	0.00%	(3,527.45)	(20.32%)
Total Expenses	<u>339,280.04</u>	<u>346,618.58</u>	<u>374,836.39</u>	<u>(7,338.54)</u>	<u>(2.12%)</u>	<u>(35,556.35)</u>	<u>(9.49%)</u>
Net Gain or (Loss)	<u>595,492.33</u>	<u>606,897.86</u>	<u>596,769.62</u>	<u>(11,405.53)</u>	<u>(1.88%)</u>	<u>(1,277.29)</u>	<u>(0.21%)</u>

**Society of American Archivists
Membership
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$851,180.46	\$868,146.98	\$875,460.21	(\$16,966.52)	(1.95%)	(\$24,279.75)	(2.77%)
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,272.60</u>	<u>725.60</u>	<u>600.00</u>	<u>547.00</u>	<u>75.39%</u>	<u>672.60</u>	<u>112.10%</u>
Total Income	<u>852,453.06</u>	<u>868,872.58</u>	<u>876,060.21</u>	<u>(16,419.52)</u>	<u>(1.89%)</u>	<u>(23,607.15)</u>	<u>(2.69%)</u>
Expenses							
Salaries, Wages, & Benefits	89,301.68	90,015.18	93,591.92	(713.50)	(0.79%)	(4,290.24)	(4.58%)
Office Occupancy & Utilities	8,477.22	8,160.25	9,239.83	316.97	3.88%	(762.61)	(8.25%)
Services	10,837.76	11,204.88	22,045.83	(367.12)	(3.28%)	(11,208.07)	(50.84%)
Supplies	236.05	1,114.10	1,656.26	(878.05)	(78.81%)	(1,420.21)	(85.75%)
Travel		332.84		(332.84)	(100.00%)		0.00%
Leases, Rentals, & Licenses	956.67	949.76	983.98	6.91	0.73%	(27.31)	(2.78%)
Taxes, Dues, & Subscriptions		19.13		(19.13)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>13,829.05</u>		<u>17,356.50</u>	<u>13,829.05</u>	<u>0.00%</u>	<u>(3,527.45)</u>	<u>(20.32%)</u>
Total Expenses	<u>123,638.43</u>	<u>111,796.14</u>	<u>144,874.32</u>	<u>11,842.29</u>	<u>10.59%</u>	<u>(21,235.89)</u>	<u>(14.66%)</u>
Net Gain or (Loss)	<u>728,814.63</u>	<u>757,076.44</u>	<u>731,185.89</u>	<u>(28,261.81)</u>	<u>(3.73%)</u>	<u>(2,371.26)</u>	<u>(0.32%)</u>

**Society of American Archivists
Periodicals (AA & AO)
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	81,229.31	75,491.25	90,450.00	5,738.06	7.60%	(9,220.69)	(10.19%)
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	1,090.00	9,152.61	5,095.80	(8,062.61)	(88.09%)	(4,005.80)	(78.61%)
Total Income	<u>82,319.31</u>	<u>84,643.86</u>	<u>95,545.80</u>	<u>(2,324.55)</u>	<u>(2.75%)</u>	<u>(13,226.49)</u>	<u>(13.84%)</u>
Expenses							
Salaries, Wages, & Benefits	69,377.13	75,719.84	72,954.56	(6,342.71)	(8.38%)	(3,577.43)	(4.90%)
Office Occupancy & Utilities	6,863.75	6,931.80	7,361.11	(68.05)	(0.98%)	(497.36)	(6.76%)
Services	125,226.30	150,095.86	148,485.91	(24,869.56)	(16.57%)	(23,259.61)	(15.66%)
Supplies		9.74	394.48	(9.74)	(100.00%)	(394.48)	(100.00%)
Travel	13,432.64	678.00		12,754.64	1,881.22%	13,432.64	0.00%
Leases, Rentals, & Licenses	741.79	790.53	766.01	(48.74)	(6.17%)	(24.22)	(3.16%)
Taxes, Dues, & Subscriptions		596.67		(596.67)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>215,641.61</u>	<u>234,822.44</u>	<u>229,962.07</u>	<u>(19,180.83)</u>	<u>(8.17%)</u>	<u>(14,320.46)</u>	<u>(6.23%)</u>
Net Gain or (Loss)	<u>(133,322.30)</u>	<u>(150,178.58)</u>	<u>(134,416.27)</u>	<u>16,856.28</u>	<u>(11.22%)</u>	<u>1,093.97</u>	<u>(0.81%)</u>

**Society of American Archivists
American Archivist
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	50,038.43	51,010.00	55,450.00	(971.57)	(1.90%)	(5,411.57)	(9.76%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	80.00	7,477.61	3,700.00	(7,397.61)	(98.93%)	(3,620.00)	(97.84%)
Total Income	<u>50,118.43</u>	<u>58,487.61</u>	<u>59,150.00</u>	<u>(8,369.18)</u>	<u>(14.31%)</u>	<u>(9,031.57)</u>	<u>(15.27%)</u>
Expenses							
Salaries, Wages, & Benefits	27,537.76	33,986.54	30,185.97	(6,448.78)	(18.97%)	(2,648.21)	(8.77%)
Office Occupancy & Utilities	2,876.82	3,098.72	3,138.00	(221.90)	(7.16%)	(261.18)	(8.32%)
Services	58,104.81	71,762.10	73,222.71	(13,657.29)	(19.03%)	(15,117.90)	(20.65%)
Supplies		8.61	163.10	(8.61)	(100.00%)	(163.10)	(100.00%)
Travel	13,432.64	160.00		13,272.64	8,295.40%	13,432.64	0.00%
Leases, Rentals, & Licenses	292.73	346.98	316.86	(54.25)	(15.63%)	(24.13)	(7.62%)
Taxes, Dues, & Subscriptions		298.34		(298.34)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>102,244.76</u>	<u>109,661.29</u>	<u>107,026.64</u>	<u>(7,416.53)</u>	<u>(6.76%)</u>	<u>(4,781.88)</u>	<u>(4.47%)</u>
Net Gain or (Loss)	<u>(52,126.33)</u>	<u>(51,173.68)</u>	<u>(47,876.64)</u>	<u>(952.65)</u>	<u>1.86%</u>	<u>(4,249.69)</u>	<u>8.88%</u>

**Society of American Archivists
Archival Outlook
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	31,190.88	24,481.25	35,000.00	6,709.63	27.41%	(3,809.12)	(10.88%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,010.00</u>	<u>1,675.00</u>	<u>1,395.80</u>	<u>(665.00)</u>	<u>(39.70%)</u>	<u>(385.80)</u>	<u>(27.64%)</u>
Total Income	<u>32,200.88</u>	<u>26,156.25</u>	<u>36,395.80</u>	<u>6,044.63</u>	<u>23.11%</u>	<u>(4,194.92)</u>	<u>(11.53%)</u>
Expenses							
Salaries, Wages, & Benefits	41,839.37	41,733.30	42,768.59	106.07	0.25%	(929.22)	(2.17%)
Office Occupancy & Utilities	3,986.93	3,833.08	4,223.11	153.85	4.01%	(236.18)	(5.59%)
Services	67,121.49	78,333.76	75,263.20	(11,212.27)	(14.31%)	(8,141.71)	(10.82%)
Supplies		1.13	231.38	(1.13)	(100.00%)	(231.38)	(100.00%)
Travel		518.00		(518.00)	(100.00%)		0.00%
Leases, Rentals, & Licenses	449.06	443.55	449.15	5.51	1.24%	(0.09)	(0.02%)
Taxes, Dues, & Subscriptions		298.33		(298.33)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>113,396.85</u>	<u>125,161.15</u>	<u>122,935.43</u>	<u>(11,764.30)</u>	<u>(9.40%)</u>	<u>(9,538.58)</u>	<u>(7.76%)</u>
Net Gain or (Loss)	<u>(81,195.97)</u>	<u>(99,004.90)</u>	<u>(86,539.63)</u>	<u>17,808.93</u>	<u>(17.99%)</u>	<u>5,343.66</u>	<u>(6.17%)</u>

**Society of American Archivists
Operational Revenue Centers
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	61,991.65	80,845.01	75,579.88	(18,853.36)	(23.32%)	(13,588.23)	(17.98%)
Workshops	307,578.28	417,009.39	435,041.67	(109,431.11)	(26.24%)	(127,463.39)	(29.30%)
Annual Meeting	719,576.00	1,016,067.09	742,160.54	(296,491.09)	(29.18%)	(22,584.54)	(3.04%)
Publications & CD Sales	194,427.98	119,303.82	172,889.12	75,124.16	62.97%	21,538.86	12.46%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	34,883.33	22,719.26	21,254.01	12,164.07	53.54%	13,629.32	64.13%
Total Income	<u>1,318,457.24</u>	<u>1,655,944.57</u>	<u>1,446,925.22</u>	<u>(337,487.33)</u>	<u>(20.38%)</u>	<u>(128,467.98)</u>	<u>(8.88%)</u>
Expenses							
Salaries, Wages, & Benefits	431,421.54	403,111.35	430,867.73	28,310.19	7.02%	553.81	0.13%
Office Occupancy & Utilities	42,298.97	38,947.91	45,598.02	3,351.06	8.60%	(3,299.05)	(7.24%)
Services	609,495.23	639,005.63	586,561.71	(29,510.40)	(4.62%)	22,933.52	3.91%
Supplies	7,360.47	8,015.67	3,182.47	(655.20)	(8.17%)	4,178.00	131.28%
Travel	53,715.49	93,506.40	83,773.30	(39,790.91)	(42.55%)	(30,057.81)	(35.88%)
Leases, Rentals, & Licenses	11,068.54	24,504.12	36,396.85	(13,435.58)	(54.83%)	(25,328.31)	(69.59%)
Taxes, Dues, & Subscriptions	20,585.90	(17,300.06)	20,000.00	37,885.96	(218.99%)	585.90	2.93%
Depreciation, Cost of Goods Sold & Other	162,032.10	110,333.70	169,107.60	51,698.40	46.86%	(7,075.50)	(4.18%)
Total Expenses	<u>1,337,978.24</u>	<u>1,300,124.72</u>	<u>1,375,487.68</u>	<u>37,853.52</u>	<u>2.91%</u>	<u>(37,509.44)</u>	<u>(2.73%)</u>
Net Gain or (Loss)	<u>(19,521.00)</u>	<u>355,819.85</u>	<u>71,437.54</u>	<u>(375,340.85)</u>	<u>(105.49%)</u>	<u>(90,958.54)</u>	<u>(127.33%)</u>

**Society of American Archivists
Annual Meeting
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	719,576.00	1,016,067.09	742,160.54	(296,491.09)	(29.18%)	(22,584.54)	(3.04%)
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>720,876.00</u>	<u>1,023,887.09</u>	<u>747,810.54</u>	<u>(303,011.09)</u>	<u>(29.59%)</u>	<u>(26,934.54)</u>	<u>(3.60%)</u>
Expenses							
Salaries, Wages, & Benefits	130,774.21	115,962.10	122,029.87	14,812.11	12.77%	8,744.34	7.17%
Office Occupancy & Utilities	12,475.35	10,885.36	14,101.75	1,589.99	14.61%	(1,626.40)	(11.53%)
Services	381,628.76	441,531.25	344,668.11	(59,902.49)	(13.57%)	36,960.65	10.72%
Supplies	1,167.65	5,618.47	1,428.35	(4,450.82)	(79.22%)	(260.70)	(18.25%)
Travel	15,013.75	12,320.25	5,650.00	2,693.50	21.86%	9,363.75	165.73%
Leases, Rentals, & Licenses	5,414.10	16,738.10	30,452.50	(11,324.00)	(67.65%)	(25,038.40)	(82.22%)
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	77,720.18	78,188.42	92,290.70	(468.24)	(0.60%)	(14,570.52)	(15.79%)
Total Expenses	<u>644,193.98</u>	<u>662,010.57</u>	<u>630,621.28</u>	<u>(17,816.59)</u>	<u>(2.69%)</u>	<u>13,572.70</u>	<u>2.15%</u>
Net Gain or (Loss)	<u>76,682.02</u>	<u>361,876.52</u>	<u>117,189.26</u>	<u>(285,194.50)</u>	<u>(78.81%)</u>	<u>(40,507.24)</u>	<u>(34.57%)</u>

**Society of American Archivists
Annual Meeting - Austin 2019
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	719,576.00		742,160.54	719,576.00	0.00%	(22,584.54)	(3.04%)
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	400.00		1,350.00	400.00	0.00%	(950.00)	(70.37%)
Total Income	<u>720,876.00</u>		<u>747,810.54</u>	<u>720,876.00</u>	<u>0.00%</u>	<u>(26,934.54)</u>	<u>(3.60%)</u>
Expenses							
Salaries, Wages, & Benefits	75,739.98	56,239.85	62,346.84	19,500.13	34.67%	13,393.14	21.48%
Office Occupancy & Utilities	7,282.24	4,992.42	8,240.30	2,289.82	45.87%	(958.06)	(11.63%)
Services	355,022.59	33,656.64	339,223.92	321,365.95	954.84%	15,798.67	4.66%
Supplies	1,113.59	296.38	1,109.92	817.21	275.73%	3.67	0.33%
Travel	5,682.20	10,695.02	5,650.00	(5,012.82)	(46.87%)	32.20	0.57%
Leases, Rentals, & Licenses	4,849.06	14,093.68	29,836.86	(9,244.62)	(65.59%)	(24,987.80)	(83.75%)
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	(119,973.99)	164,213.48	294,478.33	(245.45%)	10,290.86	6.27%
Total Expenses	<u>644,193.98</u>		<u>630,621.32</u>	<u>644,193.98</u>	<u>0.00%</u>	<u>13,572.66</u>	<u>2.15%</u>
Net Gain or (Loss)	<u>76,682.02</u>		<u>117,189.22</u>	<u>76,682.02</u>	<u>0.00%</u>	<u>(40,507.20)</u>	<u>(34.57%)</u>

**Society of American Archivists
Annual Meeting - Washington 2018
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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		7,820.00		(7,820.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		1,016,067.09		(1,016,067.09)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u> </u>	<u>1,023,887.09</u>	<u> </u>	<u>(1,023,887.09)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits		55,194.12		(55,194.12)	(100.00%)		0.00%
Office Occupancy & Utilities		5,507.21		(5,507.21)	(100.00%)		0.00%
Services		407,601.43		(407,601.43)	(100.00%)		0.00%
Supplies		5,322.09		(5,322.09)	(100.00%)		0.00%
Travel		1,625.23		(1,625.23)	(100.00%)		0.00%
Leases, Rentals, & Licenses		2,590.64		(2,590.64)	(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>662,010.57</u>	<u> </u>	<u>(662,010.57)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>
Net Gain or (Loss)	<u> </u>	<u>361,876.52</u>	<u> </u>	<u>(361,876.52)</u>	<u>(100.00%)</u>	<u> </u>	<u>0.00%</u>

**Society of American Archivists
Annual Meeting - Chicago 2020
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	54,756.59	4,528.13	59,411.15	50,228.46	1,109.25%	(4,654.56)	(7.83%)
Office Occupancy & Utilities	5,167.52	385.73	5,834.55	4,781.79	1,239.67%	(667.03)	(11.43%)
Services	26,591.98	273.18	5,418.84	26,318.80	9,634.23%	21,173.14	390.73%
Supplies	54.06		318.43	54.06	0.00%	(264.37)	(83.02%)
Travel	9,331.55			9,331.55	0.00%	9,331.55	0.00%
Leases, Rentals, & Licenses	562.41	53.78	611.74	508.63	945.76%	(49.33)	(8.06%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(96,464.11)	(5,240.82)	(71,594.75)	(91,223.29)	1,740.63%	(24,869.36)	34.74%
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
Annual Meeting - Anaheim 2021
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	277.64		271.88	277.64	0.00%	5.76	2.12%
Office Occupancy & Utilities	25.59		26.90	25.59	0.00%	(1.31)	(4.87%)
Services	14.19		25.35	14.19	0.00%	(11.16)	(44.02%)
Supplies							
Travel							
Leases, Rentals, & Licenses	2.63		3.90	2.63	0.00%	(1.27)	(32.56%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(320.05)		(328.03)	(320.05)	0.00%	7.98	(2.43%)
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

**Society of American Archivists
Publications
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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					0.00%		0.00%
Publications & CD Sales	194,427.98	119,236.82	172,889.12	75,191.16	63.06%	21,538.86	12.46%
Contributions							
Investments							
Shipping, Handling, & Other	<u>31,213.43</u>	<u>22,242.26</u>	<u>19,904.01</u>	<u>8,971.17</u>	<u>40.33%</u>	<u>11,309.42</u>	<u>56.82%</u>
Total Income	<u>225,641.41</u>	<u>141,479.08</u>	<u>192,793.13</u>	<u>84,162.33</u>	<u>59.49%</u>	<u>32,848.28</u>	<u>17.04%</u>
Expenses							
Salaries, Wages, & Benefits	91,332.17	85,174.66	94,841.38	6,157.51	7.23%	(3,509.21)	(3.70%)
Office Occupancy & Utilities	9,369.87	8,251.26	9,364.61	1,118.61	13.56%	5.26	0.06%
Services	125,777.47	79,386.74	104,326.33	46,390.73	58.44%	21,451.14	20.56%
Supplies	5,299.84	383.24	513.08	4,916.60	1,282.90%	4,786.76	932.95%
Travel	1,863.75	8,723.83	3,715.00	(6,860.08)	(78.64%)	(1,851.25)	(49.83%)
Leases, Rentals, & Licenses	3,408.12	3,335.75	3,696.57	72.37	2.17%	(288.45)	(7.80%)
Taxes, Dues, & Subscriptions	585.92	1,933.32		(1,347.40)	(69.69%)	585.92	0.00%
Depreciation, Cost of Goods Sold & Other	<u>84,311.92</u>	<u>31,621.29</u>	<u>76,816.90</u>	<u>52,690.63</u>	<u>166.63%</u>	<u>7,495.02</u>	<u>9.76%</u>
Total Expenses	<u>321,949.06</u>	<u>218,810.09</u>	<u>293,273.87</u>	<u>103,138.97</u>	<u>47.14%</u>	<u>28,675.19</u>	<u>9.78%</u>
Net Gain or (Loss)	<u>(96,307.65)</u>	<u>(77,331.01)</u>	<u>(100,480.74)</u>	<u>(18,976.64)</u>	<u>24.54%</u>	<u>4,173.09</u>	<u>(4.15%)</u>

**Society of American Archivists
Education
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	307,578.28	417,009.39	435,041.67	(109,431.11)	(26.24%)	(127,463.39)	(29.30%)
Annual Meeting							
Publications & CD Sales		67.00		(67.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	3,269.90	477.00		2,792.90	585.51%	3,269.90	0.00%
Total Income	<u>310,848.18</u>	<u>417,553.39</u>	<u>435,041.67</u>	<u>(106,705.21)</u>	<u>(25.55%)</u>	<u>(124,193.49)</u>	<u>(28.55%)</u>
Expenses							
Salaries, Wages, & Benefits	203,684.14	197,358.74	208,514.51	6,325.40	3.21%	(4,830.37)	(2.32%)
Office Occupancy & Utilities	19,943.55	19,402.11	21,589.73	541.44	2.79%	(1,646.18)	(7.62%)
Services	81,885.64	94,587.44	114,672.29	(12,701.80)	(13.43%)	(32,786.65)	(28.59%)
Supplies	892.98	2,013.83	1,211.31	(1,120.85)	(55.66%)	(318.33)	(26.28%)
Travel	36,080.87	71,920.90	72,933.30	(35,840.03)	(49.83%)	(36,852.43)	(50.53%)
Leases, Rentals, & Licenses	2,185.35	4,381.84	2,189.98	(2,196.49)	(50.13%)	(4.63)	(0.21%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		523.99		(523.99)	(100.00%)		0.00%
Total Expenses	<u>344,672.53</u>	<u>390,188.85</u>	<u>421,111.12</u>	<u>(45,516.32)</u>	<u>(11.67%)</u>	<u>(76,438.59)</u>	<u>(18.15%)</u>
Net Gain or (Loss)	<u>(33,824.35)</u>	<u>27,364.54</u>	<u>13,930.55</u>	<u>(61,188.89)</u>	<u>(223.61%)</u>	<u>(47,754.90)</u>	<u>(342.81%)</u>

**Society of American Archivists
Career Services
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	61,091.65	73,025.01	71,279.88	(11,933.36)	(16.34%)	(10,188.23)	(14.29%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	<u>61,091.65</u>	<u>73,025.01</u>	<u>71,279.88</u>	<u>(11,933.36)</u>	<u>(16.34%)</u>	<u>(10,188.23)</u>	<u>(14.29%)</u>
Expenses							
Salaries, Wages, & Benefits	5,631.02	4,615.85	5,481.97	1,015.17	21.99%	149.05	2.72%
Office Occupancy & Utilities	510.20	409.18	541.93	101.02	24.69%	(31.73)	(5.85%)
Services	20,203.36	23,500.20	22,894.98	(3,296.84)	(14.03%)	(2,691.62)	(11.76%)
Supplies		0.13	29.73	(0.13)	(100.00%)	(29.73)	(100.00%)
Travel	757.12	541.42	1,475.00	215.70	39.84%	(717.88)	(48.67%)
Leases, Rentals, & Licenses	60.97	48.43	57.80	12.54	25.89%	3.17	5.48%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>27,162.67</u>	<u>29,115.21</u>	<u>30,481.41</u>	<u>(1,952.54)</u>	<u>(6.71%)</u>	<u>(3,318.74)</u>	<u>(10.89%)</u>
Net Gain or (Loss)	<u>33,928.98</u>	<u>43,909.80</u>	<u>40,798.47</u>	<u>(9,980.82)</u>	<u>(22.73%)</u>	<u>(6,869.49)</u>	<u>(16.84%)</u>

**Society of American Archivists
Operational Expense Centers
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	49,805.65	27,861.29	23,612.00	21,944.36	78.76%	26,193.65	110.93%
Shipping, Handling, & Other	11,297.64	5,476.96		5,820.68	106.28%	11,297.64	0.00%
Total Income	<u>61,103.29</u>	<u>33,338.25</u>	<u>23,612.00</u>	<u>27,765.04</u>	<u>83.28%</u>	<u>37,491.29</u>	<u>158.78%</u>
Expenses							
Salaries, Wages, & Benefits	357,836.91	367,051.34	366,255.11	(9,214.43)	(2.51%)	(8,418.20)	(2.30%)
Office Occupancy & Utilities	35,315.30	34,889.57	38,568.68	425.73	1.22%	(3,253.38)	(8.44%)
Services	207,241.27	174,407.12	196,798.59	32,834.15	18.83%	10,442.68	5.31%
Supplies	12,219.71	11,713.88	2,833.07	505.83	4.32%	9,386.64	331.32%
Travel	31,092.19	49,863.47	49,248.30	(18,771.28)	(37.65%)	(18,156.11)	(36.87%)
Leases, Rentals, & Licenses	4,225.37	3,898.60	5,002.94	326.77	8.38%	(777.57)	(15.54%)
Taxes, Dues, & Subscriptions	22,203.00	27,356.55	22,500.00	(5,153.55)	(18.84%)	(297.00)	(1.32%)
Depreciation, Cost of Goods Sold & Other	51,956.02	55,680.12	54,233.18	(3,724.10)	(6.69%)	(2,277.16)	(4.20%)
Total Expenses	<u>722,089.77</u>	<u>724,860.65</u>	<u>735,439.87</u>	<u>(2,770.88)</u>	<u>(0.38%)</u>	<u>(13,350.10)</u>	<u>(1.82%)</u>
Net Gain or (Loss)	<u>(660,986.48)</u>	<u>(691,522.40)</u>	<u>(711,827.87)</u>	<u>30,535.92</u>	<u>(4.42%)</u>	<u>50,841.39</u>	<u>(7.14%)</u>

**Society of American Archivists
General & Administrative
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</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	49,805.65	27,861.29	23,612.00	21,944.36	78.76%	26,193.65	110.93%
Shipping, Handling, & Other	6,297.64	4,531.96		1,765.68	38.96%	6,297.64	0.00%
Total Income	<u>56,103.29</u>	<u>32,393.25</u>	<u>23,612.00</u>	<u>23,710.04</u>	<u>73.19%</u>	<u>32,491.29</u>	<u>137.60%</u>
Expenses							
Salaries, Wages, & Benefits	225,922.89	250,152.30	230,787.82	(24,229.41)	(9.69%)	(4,864.93)	(2.11%)
Office Occupancy & Utilities	22,244.75	22,971.07	23,129.71	(726.32)	(3.16%)	(884.96)	(3.83%)
Services	139,443.13	123,081.89	121,927.46	16,361.24	13.29%	17,515.67	14.37%
Supplies	11,573.55	10,963.88	2,100.28	609.67	5.56%	9,473.27	451.05%
Travel	6,296.62	11,347.29	12,843.30	(5,050.67)	(44.51%)	(6,546.68)	(50.97%)
Leases, Rentals, & Licenses	2,412.37	2,643.74	3,580.62	(231.37)	(8.75%)	(1,168.25)	(32.63%)
Taxes, Dues, & Subscriptions	8,813.00	11,660.96	8,950.00	(2,847.96)	(24.42%)	(137.00)	(1.53%)
Depreciation, Cost of Goods Sold & Other	51,956.02	55,680.12	54,233.18	(3,724.10)	(6.69%)	(2,277.16)	(4.20%)
Total Expenses	<u>468,662.33</u>	<u>488,501.25</u>	<u>457,552.37</u>	<u>(19,838.92)</u>	<u>(4.06%)</u>	<u>11,109.96</u>	<u>2.43%</u>
Net Gain or (Loss)	<u>(412,559.04)</u>	<u>(456,108.00)</u>	<u>(433,940.37)</u>	<u>43,548.96</u>	<u>(9.55%)</u>	<u>21,381.33</u>	<u>(4.93%)</u>

**Society of American Archivists
Governance
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>5,000.00</u>	<u>695.00</u>	<u></u>	<u>4,305.00</u>	<u>619.42%</u>	<u>5,000.00</u>	<u>0.00%</u>
Total Income	<u>5,000.00</u>	<u>695.00</u>	<u></u>	<u>4,305.00</u>	<u>619.42%</u>	<u>5,000.00</u>	<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	59,511.99	44,866.29	58,876.60	14,645.70	32.64%	635.39	1.08%
Office Occupancy & Utilities	5,834.28	5,278.30	7,880.75	555.98	10.53%	(2,046.47)	(25.97%)
Services	57,937.05	35,767.64	46,710.06	22,169.41	61.98%	11,226.99	24.04%
Supplies	646.16	428.35	318.87	217.81	50.85%	327.29	102.64%
Travel	18,957.83	29,170.30	15,750.00	(10,212.47)	(35.01%)	3,207.83	20.37%
Leases, Rentals, & Licenses	1,040.57	491.33	619.43	549.24	111.79%	421.14	67.99%
Taxes, Dues, & Subscriptions	3,390.00	3,695.59	3,550.00	(305.59)	(8.27%)	(160.00)	(4.51%)
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>147,317.88</u>	<u>119,697.80</u>	<u>133,705.71</u>	<u>27,620.08</u>	<u>23.07%</u>	<u>13,612.17</u>	<u>10.18%</u>
Net Gain or (Loss)	<u>(142,317.88)</u>	<u>(119,002.80)</u>	<u>(133,705.71)</u>	<u>(23,315.08)</u>	<u>19.59%</u>	<u>(8,612.17)</u>	<u>6.44%</u>

**Society of American Archivists
Advocacy
For the Ten Months Ending Thursday, April 30, 2020**

	<u>Year-To-Date 4/30/2020</u>	<u>Year-To-Date 4/30/2019</u>	<u>Budget 4/30/2020</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		<u>250.00</u>		<u>(250.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Total Income		<u>250.00</u>		<u>(250.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Expenses							
Salaries, Wages, & Benefits	<u>72,402.03</u>	<u>72,032.75</u>	<u>76,590.69</u>	<u>369.28</u>	<u>0.51%</u>	<u>(4,188.66)</u>	<u>(5.47%)</u>
Office Occupancy & Utilities	<u>7,236.27</u>	<u>6,640.20</u>	<u>7,558.22</u>	<u>596.07</u>	<u>8.98%</u>	<u>(321.95)</u>	<u>(4.26%)</u>
Services	<u>9,861.09</u>	<u>15,557.59</u>	<u>28,161.07</u>	<u>(5,696.50)</u>	<u>(36.62%)</u>	<u>(18,299.98)</u>	<u>(64.98%)</u>
Supplies		<u>321.65</u>	<u>413.92</u>	<u>(321.65)</u>	<u>(100.00%)</u>	<u>(413.92)</u>	<u>(100.00%)</u>
Travel	<u>5,837.74</u>	<u>9,345.88</u>	<u>20,655.00</u>	<u>(3,508.14)</u>	<u>(37.54%)</u>	<u>(14,817.26)</u>	<u>(71.74%)</u>
Leases, Rentals, & Licenses	<u>772.43</u>	<u>763.53</u>	<u>802.89</u>	<u>8.90</u>	<u>1.17%</u>	<u>(30.46)</u>	<u>(3.79%)</u>
Taxes, Dues, & Subscriptions	<u>10,000.00</u>	<u>12,000.00</u>	<u>10,000.00</u>	<u>(2,000.00)</u>	<u>(16.67%)</u>		<u>0.00%</u>
Depreciation, Cost of Goods Sold & Other							
Total Expenses	<u>106,109.56</u>	<u>116,661.60</u>	<u>144,181.79</u>	<u>(10,552.04)</u>	<u>(9.04%)</u>	<u>(38,072.23)</u>	<u>(26.41%)</u>
Net Gain or (Loss)	<u>(106,109.56)</u>	<u>(116,411.60)</u>	<u>(144,181.79)</u>	<u>10,302.04</u>	<u>(8.85%)</u>	<u>38,072.23</u>	<u>(26.41%)</u>