

**Society of American Archivists  
Council Meeting  
May 15 - 17, 2013  
Chicago, Illinois**

**Treasurer's Report:  
Financial Review July 1, 2012 – March 31, 2013**

**Overview**

For the nine months ending March 31, SAA posted a net gain of \$57,812.59. The budgeted net gain was \$4,434.92; the actual net gain was better than budget by \$53,377.67. Total revenues exceeded budget by \$38,988.10 (2.08%). Total expenses were under budget by \$14,389.57 (0.77%). Most of the major revenue-producing areas exceeded expectations. Most notable among the favorable revenue variances were the Annual Meeting (\$76,125.47 / 14.68%), *Archival Outlook* (\$6,201.40 / 33.49%), and Membership (\$6,199.82 / 1.04%).

**Balance Sheet**

The balance sheet continues to strengthen. Cash and Investments balances combined exceeded last year by \$173,426.66 (28.68%). Deferred revenues exceeded last year by \$59,689.44 (9.57%). Two types of deferred revenues that are showing particular strength are Subscriptions and Membership. Annual Meeting exhibitors are registering earlier than last year. As of March 31, we were ahead of last year's pace by \$16,300.00 (36.47%). We are well-positioned to have a strong final quarter of FY 2013 that could extend into the early part of FY 2014.

**Income Statement**

For the nine months ending March 31, SAA posted a net gain of \$57,812.59. This performance is better than last year by \$38,534.36 and budget by \$53,377.67. The fact that revenues exceeded budget in every area except one (Publications) is a change from recent years and a very encouraging sign. It is worth noting that the Annual Meeting's net gain was \$117,122.88. All of the other areas of SAA have a combined net loss of \$59,310.29. The argument can, and should, be made that the net gain from the Annual Meeting is the leading factor in determining whether SAA has a successful fiscal year.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 6.81% and 1.34%, respectively. The favorable variance to last year, combined with the fact that deferred revenues in Membership are nearly 6% ahead of last year, is very encouraging. The favorable expense variance in Salaries, Wages and Benefits was due to a staff reorganization with the hiring of a full-time Web and IT Systems Administrator to fill

the position that previously included Membership and Technical Services. This variance will continue to increase throughout the remainder of FY 2013.

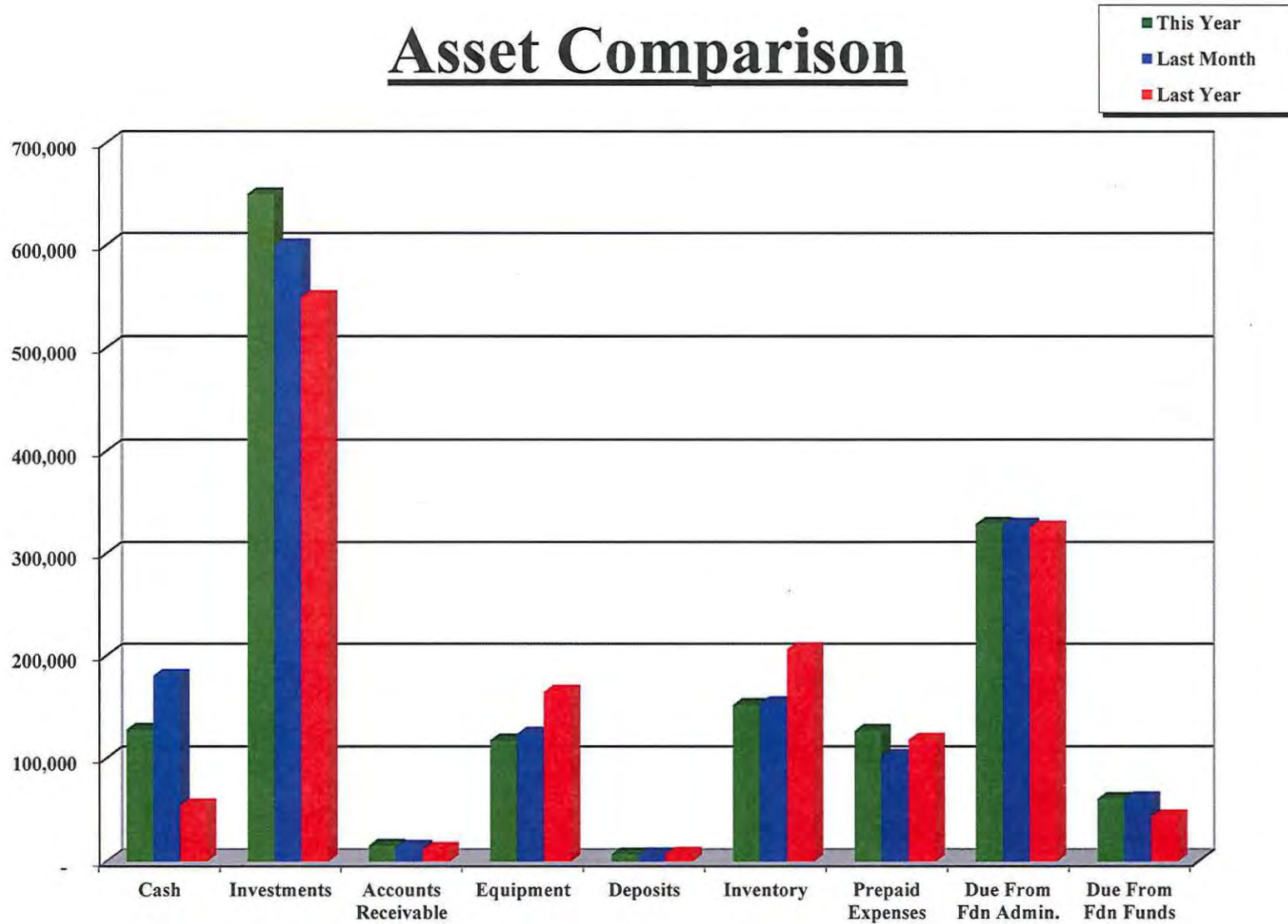
- **Periodicals:** *Archival Outlook's* advertising revenue exceeded budget by nearly \$6,000 due to six new advertisers coming aboard since the start of the fiscal year. We over-accrued expenses related to the production of *The American Archivist* and *Archival Outlook* during June. This over-accrual is the cause of the favorable expense variances in March's financials.
- **Annual Meeting:** Revenues exceeded budget in every category. Annual Meeting total income exceeded budget by \$76,125.47 (14.68%). Total expenses exceeded budget by \$35,701.60 (8.08%). The unfavorable variances were in food and beverage and audiovisual expenses.
- **Publications:** Although the first installment in the new Trends in Archives Practice series, which was launched February 1, is off to a solid start, overall publication sales continue to lag. As a result, year-to-date total revenues are less than last year and budget by \$30,555.00 (9.96%) and \$54,999.09 (16.61%), respectively. Shipping, warehouse processing expenses, and cost of goods sold are significantly lower than last year and budget because of the lower sales volumes. Should this trend continue, it is possible that Publications could end FY 2013 with a net loss. The net gain of \$16,130.20 is less than budget by \$48,347.92 (74.98%) and less than last year by \$35,962.18 (69.04%).
- **Education:** Total revenues exceeded last year by 11.22% and budget by 0.84%. DAS is the leading cause for the favorable revenue variances. Total expenses are greater than last year, but are less than budget by \$17,639.70 (6.06%). The net gain of \$46,078.53 exceeds last year and budget by \$19,966.44 (76.46%) and \$20,289.67 (78.68%), respectively.
- **Career Services:** Total revenues exceeded last year and budget expectations. We have seen a noticeable increase in revenues since November. The unfavorable expense variance in Services is a reflection of the growth in revenues, as Boxwood (the jobsite provider) receives a percentage of our job advertisement revenues.
- **G&A:** Total expenses exceeded budget expectations by 2.08%. The unfavorable variance in Services was caused by higher-than-normal expenditures payable to AZBS, our computer support vendor, in the absence of an IT administrator on staff. Depreciation expense has also exceeded budget expectations by nearly \$11,000. The final determination of FY 2013's depreciation expense was made after the budget was finalized. The difference for the fiscal year will be \$14,629.
- **Governance:** The unfavorable variance of \$3,198.10 in Taxes, Dues, and Subscriptions was caused by a timing difference related to the NISO membership payment. Council travel expenses and increased consulting costs related to strategic planning were the other leading causes for the overall unfavorable expense variance.
- **Advocacy:** Total expenses had a favorable variance to budget of nearly \$16,000 during the first nine months of the fiscal year. This was due to a decrease in staff effort and a delay in making the quarterly contribution to NCH.

**Society of American Archivists**  
**Year-To-Date Financial Statements**  
**March 31, 2013**

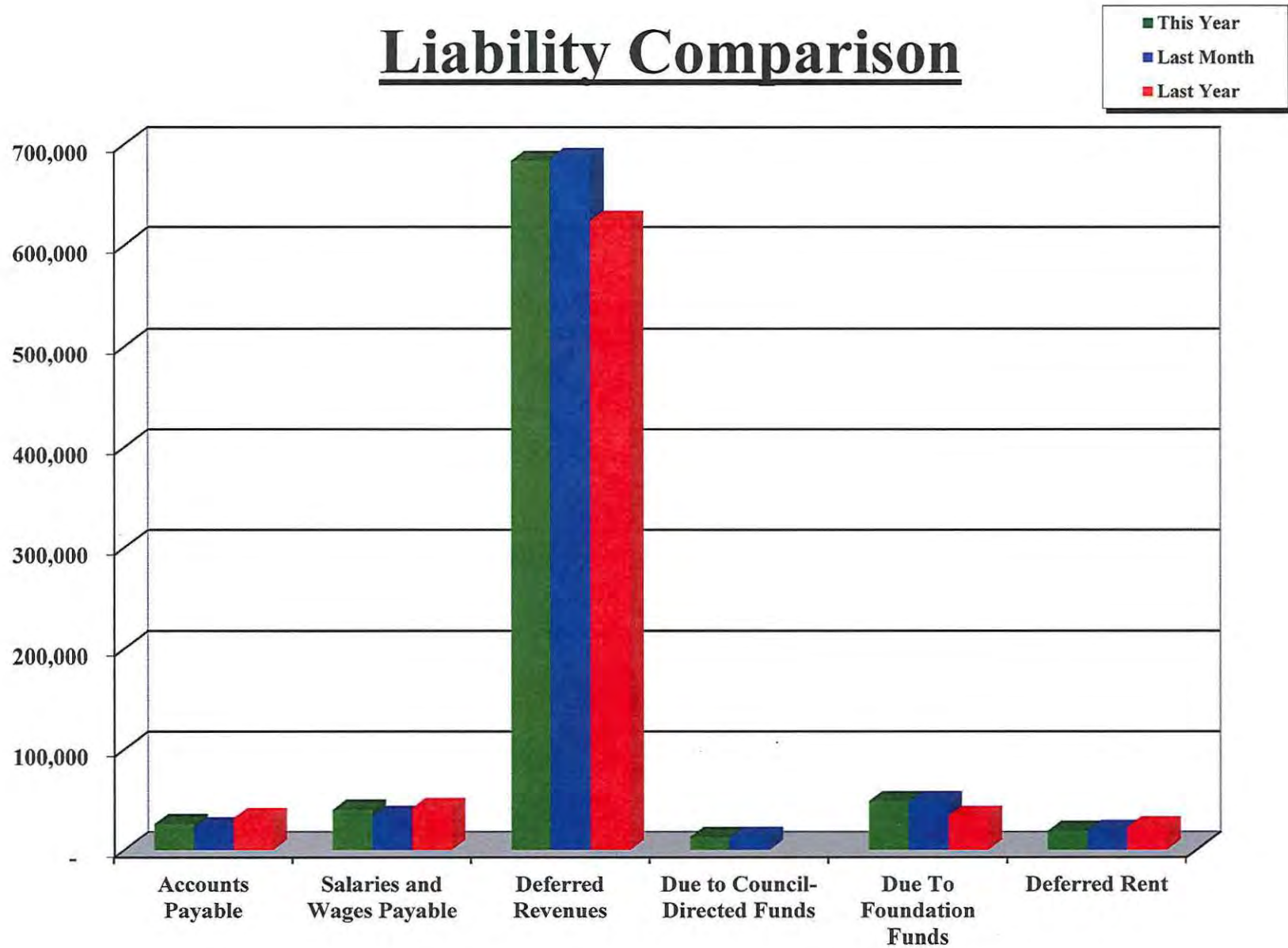
Society of American Archivists  
Operations  
For the Nine Months Ending March 31, 2013

	Current Year March	February	Prior Year March	Current Month vs Last Month \$ Variance	% Variance	Current Month vs Last Year \$ Variance	% Variance
<b>Assets</b>							
Cash	\$128,162.06	\$180,598.92	\$54,735.40	(\$52,436.86)	-29.03%	\$73,426.66	134.15%
Investments	650,000.00	600,000.00	550,000.00	50,000.00	8.33%	100,000.00	18.18%
Accounts Receivable	15,579.24	14,083.88	12,292.37	1,495.36	10.62%	3,286.87	26.74%
Property, Plant, & Equipment	456,241.85	456,241.85	429,957.10		0.00%	26,284.75	6.11%
Less: Accumulated Depreciation	(338,310.18)	(332,024.68)	(264,566.28)	(6,285.50)	1.89%	(73,743.90)	27.87%
Total Property Plant & Equipment	117,931.67	124,217.17	165,390.82	(6,285.50)	-5.06%	(47,459.15)	-28.70%
Cash Advances and Deposits	7,200.00	7,200.00	7,875.56		0.00%	(675.56)	-8.58%
Inventory	152,287.52	153,937.55	206,739.29	(1,650.03)	-1.07%	(54,451.77)	-26.34%
Prepaid Expenses	127,256.92	102,331.05	118,677.60	24,925.87	24.36%	8,579.32	7.23%
Due From Foundation Admin.	329,417.59	328,567.59	325,913.15	850.00	0.26%	3,504.44	1.08%
Due From Foundation Funds	60,856.18	61,091.18	43,765.64	(235.00)	-0.38%	17,090.54	39.05%
<b>Total Assets</b>	<b>1,588,691.18</b>	<b>1,572,027.34</b>	<b>1,485,389.83</b>	<b>16,663.84</b>	<b>1.06%</b>	<b>103,301.35</b>	<b>6.95%</b>
<b>Liabilities</b>							
Accounts Payable	25,581.17	22,385.52	31,613.44	3,195.65	14.28%	(6,032.27)	-19.08%
Salaries and Wages Payable	39,902.37	33,757.83	41,604.36	6,144.54	18.20%	(1,701.99)	-4.09%
Deferred Revenues - Annual Meeting	319.00	319.00	449.00		0.00%	(130.00)	-28.95%
Deferred Revenues-Subscriptions	101,754.00	97,224.00	86,827.50	4,530.00	4.66%	14,926.50	17.19%
Deferred Revenues - Memberships	452,619.82	452,586.42	428,269.81	33.40	0.01%	24,350.01	5.69%
Deferred Revenues-Education	39,316.00	67,064.00	50,941.50	(27,748.00)	-41.38%	(11,625.50)	-22.82%
Deferred Revenues-Sponsors	15,900.00	2,500.00	4,500.00	13,400.00	536.00%	11,400.00	253.33%
Deferred Revenues-Advertising	10,905.00	9,105.00	8,200.00	1,800.00	19.77%	2,705.00	32.99%
Deferred Revenues-Exhibitors	61,000.00	55,900.00	44,700.00	5,100.00	9.12%	16,300.00	36.47%
Deferred Revenues-Consultants	1,862.43	2,073.34	99.00	(210.91)	-10.17%	1,763.43	1781.24%
Total Deferred Revenues	683,676.25	686,771.76	623,986.81	(3,095.51)	-0.45%	59,689.44	9.57%
Due to Council-Directed Funds	12,745.92	12,495.92		250.00	2.00%	12,745.92	0.00%
Due To Foundation Funds	48,353.78	48,102.78	34,040.35	251.00	0.52%	14,313.43	42.05%
Deferred Rent	18,883.52	19,209.10	22,790.48	(325.58)	-1.69%	(3,906.96)	-17.14%
<b>Total Liabilities</b>	<b>829,143.01</b>	<b>822,722.91</b>	<b>754,035.44</b>	<b>6,420.10</b>	<b>0.78%</b>	<b>75,107.57</b>	<b>9.96%</b>
<b>Net Assets</b>							
Fund Balance	701,735.58	701,735.58	763,799.43		0.00%	(62,063.85)	-8.13%
Net Gain or Loss	57,812.59	47,568.85	(32,445.04)	10,243.74	21.53%	90,257.63	-278.19%
<b>Total Net Assets</b>	<b>759,548.17</b>	<b>749,304.43</b>	<b>731,354.39</b>	<b>10,243.74</b>	<b>1.37%</b>	<b>28,193.78</b>	<b>3.86%</b>
<b>Total Liabilities and Net Assets</b>	<b>1,588,691.18</b>	<b>1,572,027.34</b>	<b>1,485,389.83</b>	<b>16,663.84</b>	<b>1.06%</b>	<b>103,301.35</b>	<b>6.95%</b>

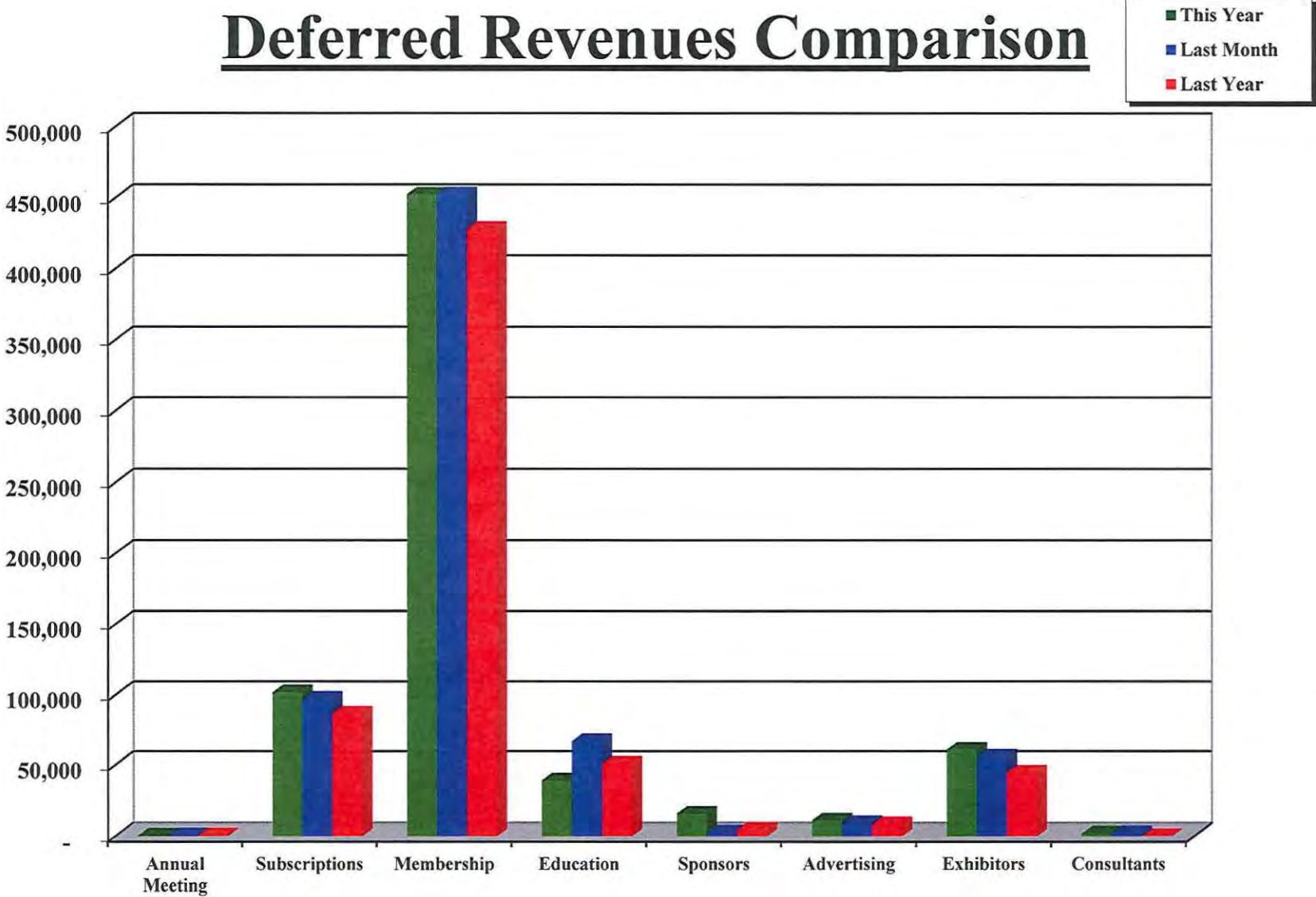
# Asset Comparison



# Liability Comparison



# Deferred Revenues Comparison

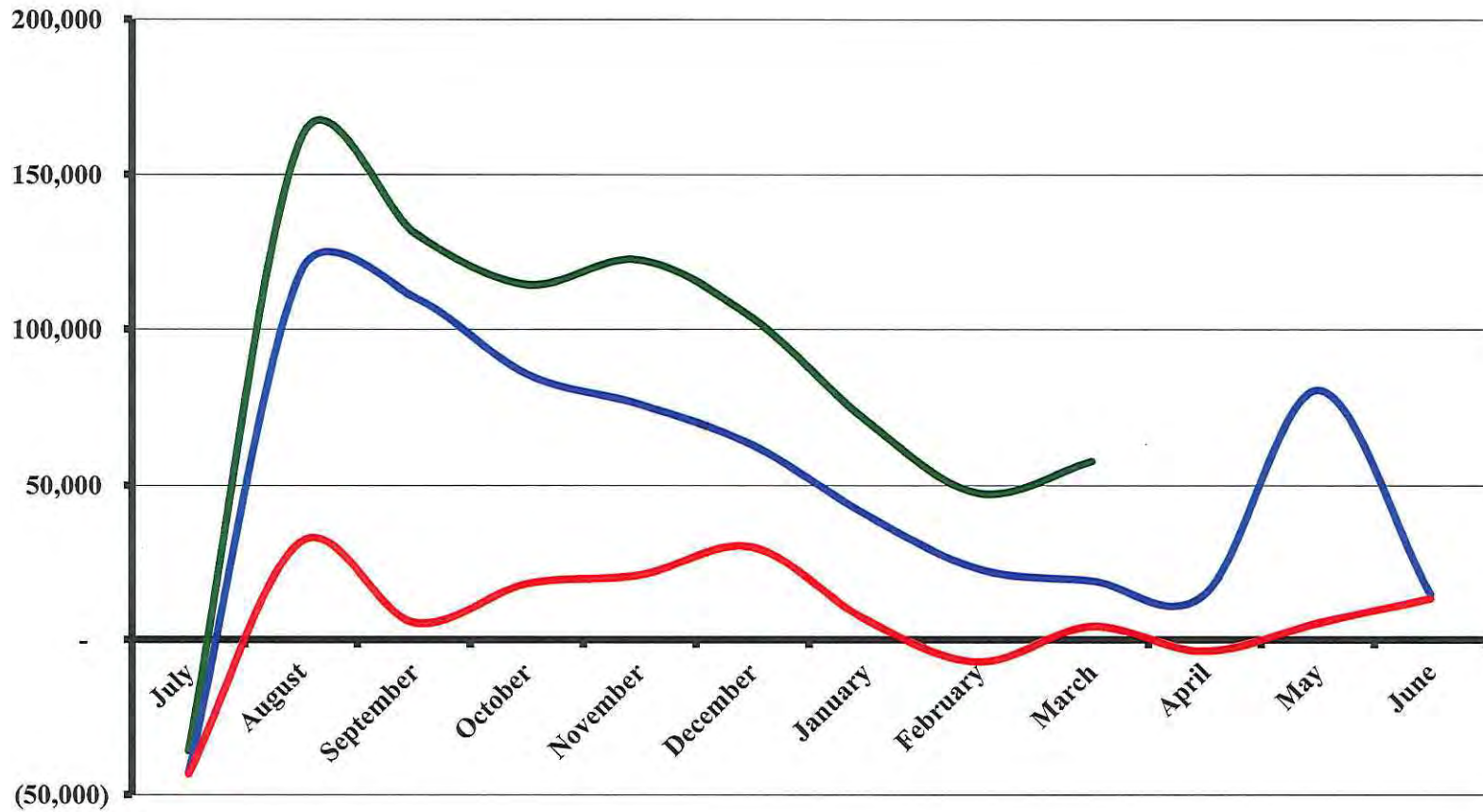
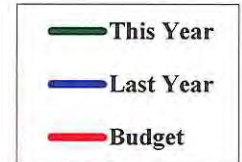


Society of American Archivists  
SAA Net Gain Or Loss By Cost Center  
For the Nine Months Ending March 31, 2013

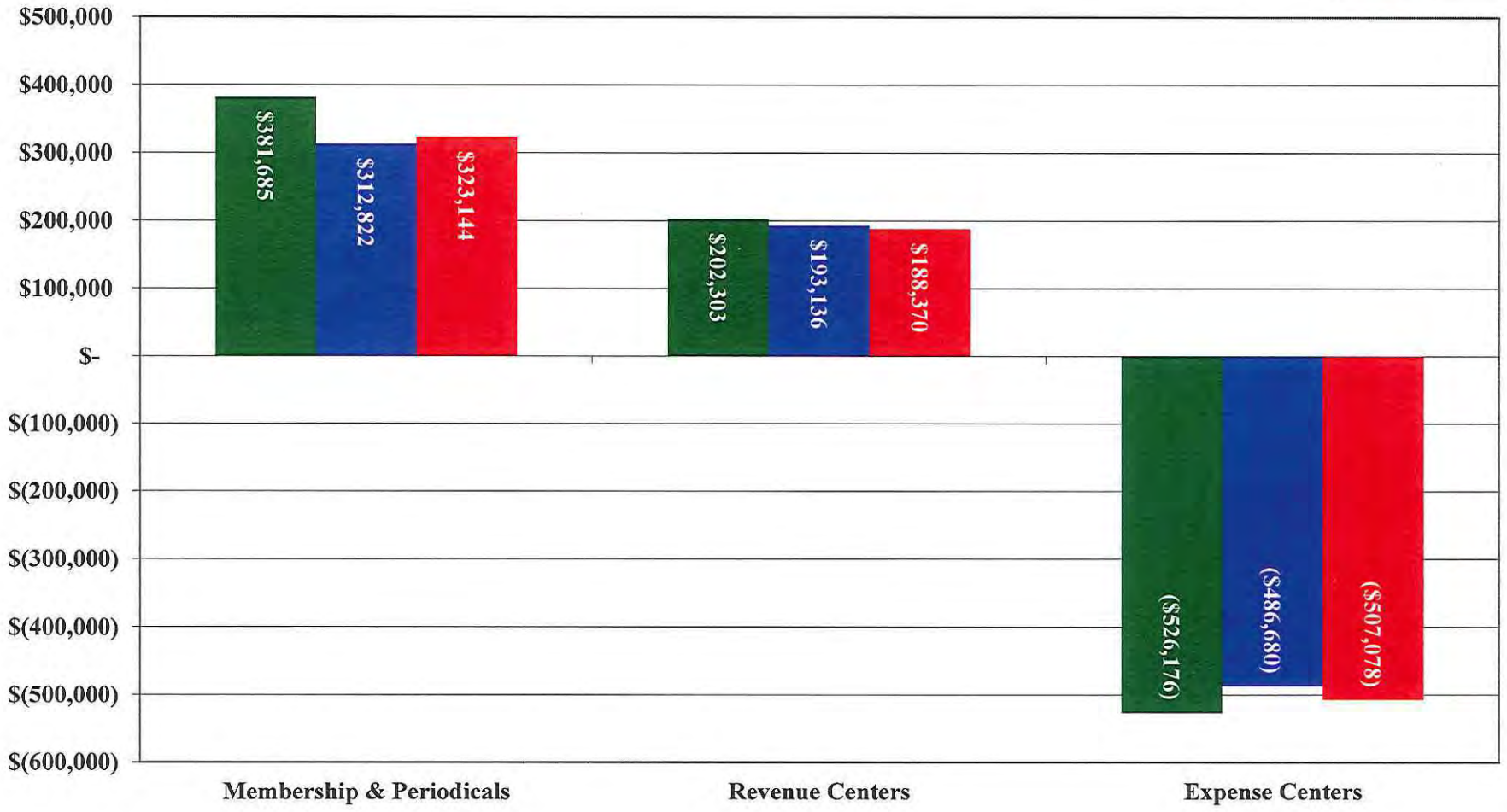
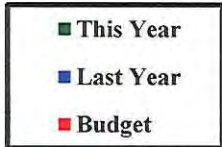
	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	03/31/13	03/31/12	03/31/13	\$ Variance	% Variance	\$ Variance	% Variance
<b>Operations</b>							
Membership	\$520,909.19	\$460,780.23	\$491,759.49	\$60,128.96	13.05%	\$29,149.70	5.93%
Annual Meeting	117,122.88	101,883.05	76,699.01	15,239.83	14.96%	40,423.87	52.70%
Publications	16,130.20	52,092.38	64,478.12	(35,962.18)	(69.04%)	(48,347.92)	(74.98%)
Education	46,078.53	26,112.09	25,788.86	19,966.44	76.46%	20,289.67	78.68%
Career Services	22,971.72	13,048.80	21,403.53	9,922.92	76.04%	1,568.19	7.33%
American Archivist	(51,386.23)	(64,978.35)	(65,711.23)	13,592.12	(20.92%)	14,325.00	(21.80%)
Archival Outlook	(87,837.64)	(82,979.81)	(102,904.74)	(4,857.83)	5.85%	15,067.10	(14.64%)
General & Administrative	(371,694.83)	(329,040.06)	(364,311.99)	(42,654.77)	12.96%	(7,382.84)	2.03%
Advocacy	(36,923.86)	(57,459.99)	(52,715.80)	20,536.13	(35.74%)	15,791.94	(29.96%)
Governance	(117,557.37)	(100,180.11)	(90,050.33)	(17,377.26)	17.35%	(27,507.04)	30.55%
<b>Total Net Gain/(Loss)</b>	<b>57,812.59</b>	<b>19,278.23</b>	<b>4,434.92</b>	<b>38,534.36</b>	<b>199.89%</b>	<b>53,377.67</b>	<b>1,203.58%</b>



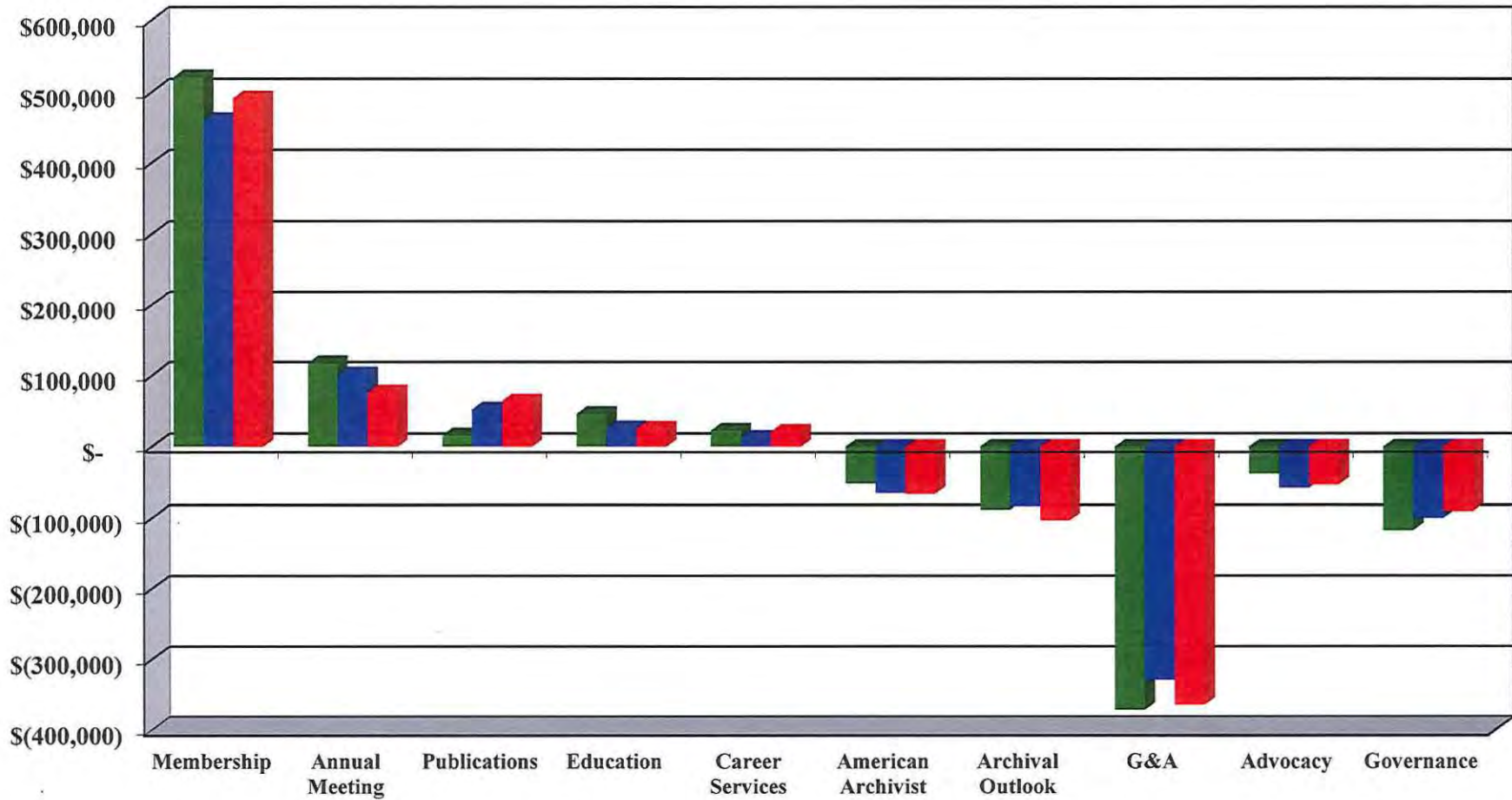
# Operations Cumulative Net Gain/Loss



# Net Gain Or Loss By Cost Center Group



# Net Gain Or Loss By Cost Center

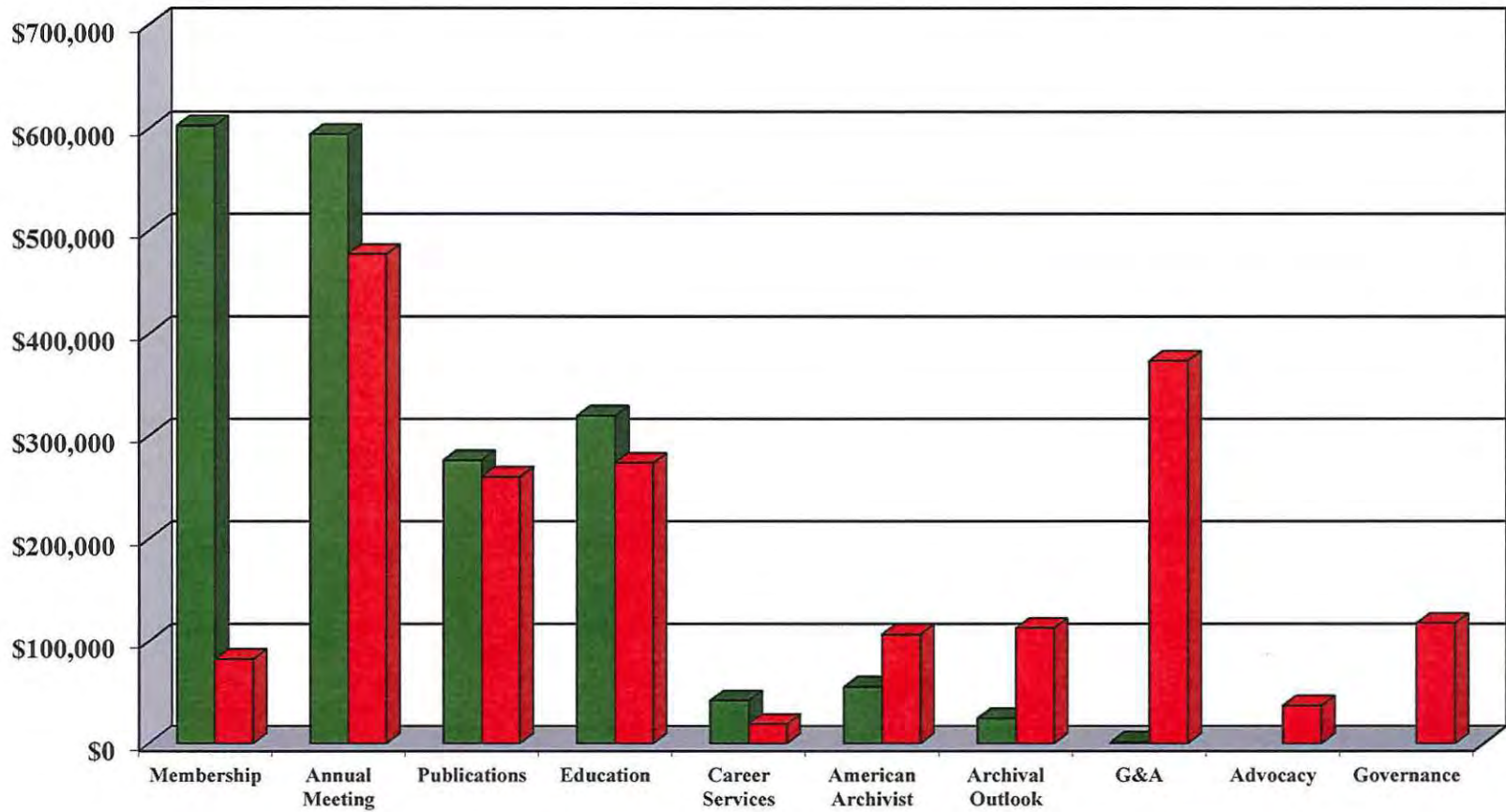


Society of American Archivists  
Income Statement by Cost Center  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Revenues</b>							
Membership	\$603,266.25	\$565,544.66	\$597,066.43	\$37,721.59	6.67%	\$6,199.82	1.04%
Annual Meeting	594,750.11	636,170.02	518,624.64	(41,419.91)	(6.51%)	76,125.47	14.68%
Publications	276,213.99	306,768.99	331,213.08	(30,555.00)	(9.96%)	(54,999.09)	(16.61%)
Education	319,432.00	287,219.45	316,782.03	32,212.55	11.22%	2,649.97	0.84%
Career Services	42,071.47	34,108.80	39,551.38	7,962.67	23.34%	2,520.09	6.37%
American Archivist	55,331.12	56,507.40	55,257.50	(1,176.28)	(2.08%)	73.62	0.13%
Archival Outlook	24,718.05	22,301.90	18,516.65	2,416.15	10.83%	6,201.40	33.49%
General & Administrative	1,701.82	1,565.68	1,485.00	136.14	8.70%	216.82	14.60%
Advocacy					0.00%		0.00%
Governance					0.00%		0.00%
<b>Total Revenues</b>	<b>1,917,484.81</b>	<b>1,910,186.90</b>	<b>1,878,496.71</b>	<b>7,297.91</b>	<b>0.38%</b>	<b>38,988.10</b>	<b>2.08%</b>
<b>Expenses</b>							
Membership	82,357.06	104,764.43	105,306.94	(22,407.37)	(21.39%)	(22,949.88)	(21.79%)
Annual Meeting	477,627.23	534,286.97	441,925.63	(56,659.74)	(10.60%)	35,701.60	8.08%
Publications	260,083.79	254,676.61	266,734.96	5,407.18	2.12%	(6,651.17)	(2.49%)
Education	273,353.47	261,107.36	290,993.17	12,246.11	4.69%	(17,639.70)	(6.06%)
Career Services	19,099.75	21,060.00	18,147.85	(1,960.25)	(9.31%)	951.90	5.25%
American Archivist	106,717.35	121,485.75	120,968.73	(14,768.40)	(12.16%)	(14,251.38)	(11.78%)
Archival Outlook	112,555.69	105,281.71	121,421.39	7,273.98	6.91%	(8,865.70)	(7.30%)
General & Administrative	373,396.65	330,605.74	365,796.99	42,790.91	12.94%	7,599.66	2.08%
Advocacy	36,923.86	57,459.99	52,715.80	(20,536.13)	(35.74%)	(15,791.94)	(29.96%)
Governance	117,557.37	100,180.11	90,050.33	17,377.26	17.35%	27,507.04	30.55%
<b>Total Expenses</b>	<b>1,859,672.22</b>	<b>1,890,908.67</b>	<b>1,874,061.79</b>	<b>(31,236.45)</b>	<b>(1.65%)</b>	<b>(14,389.57)</b>	<b>(0.77%)</b>
<b>Total Net Gain/(Loss)</b>	<b>57,812.59</b>	<b>19,278.23</b>	<b>4,434.92</b>	<b>38,534.36</b>	<b>199.89%</b>	<b>53,377.67</b>	<b>1,203.58%</b>

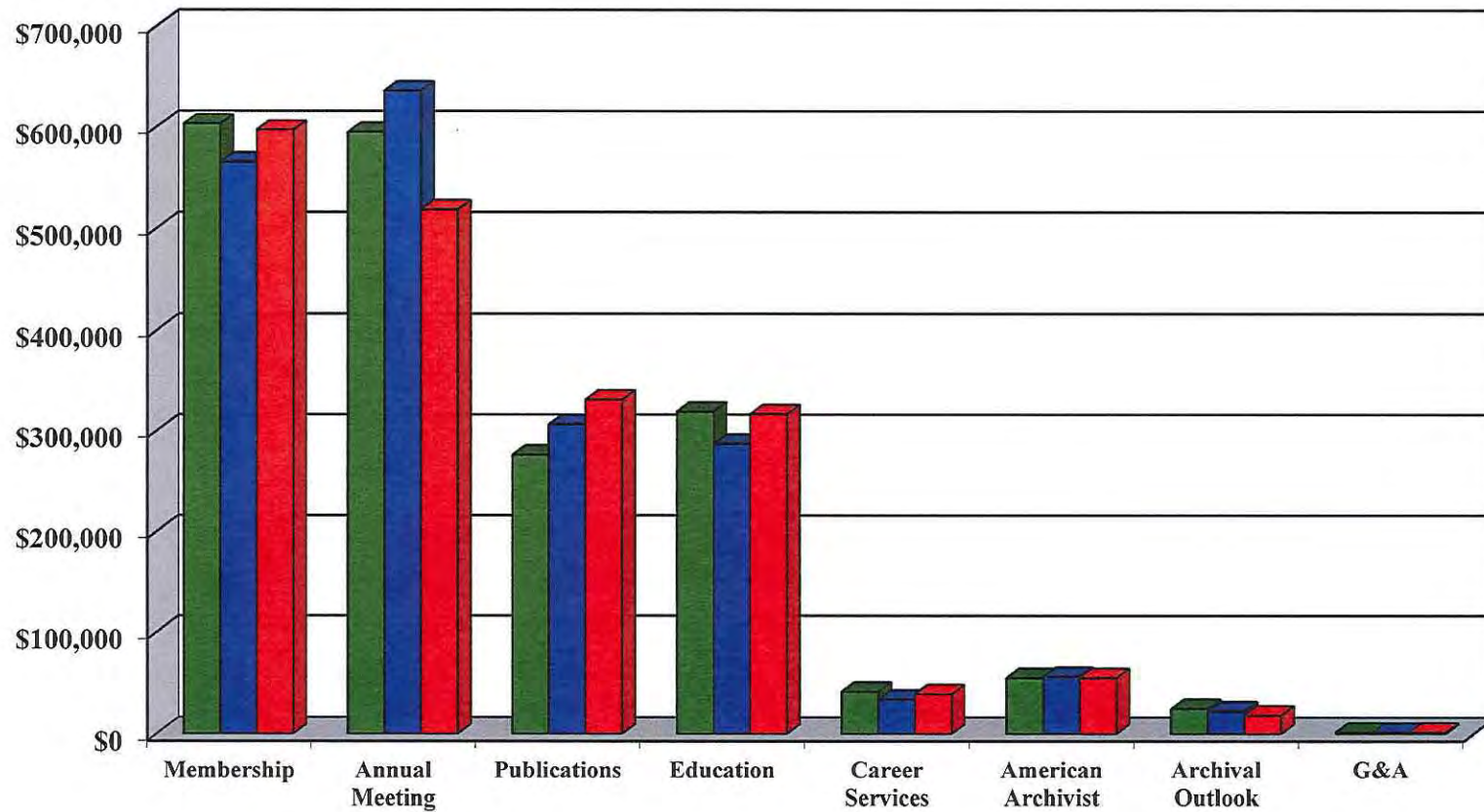
# Cost Center Revenues vs. Expenses

■ Revenues  
■ Expenses

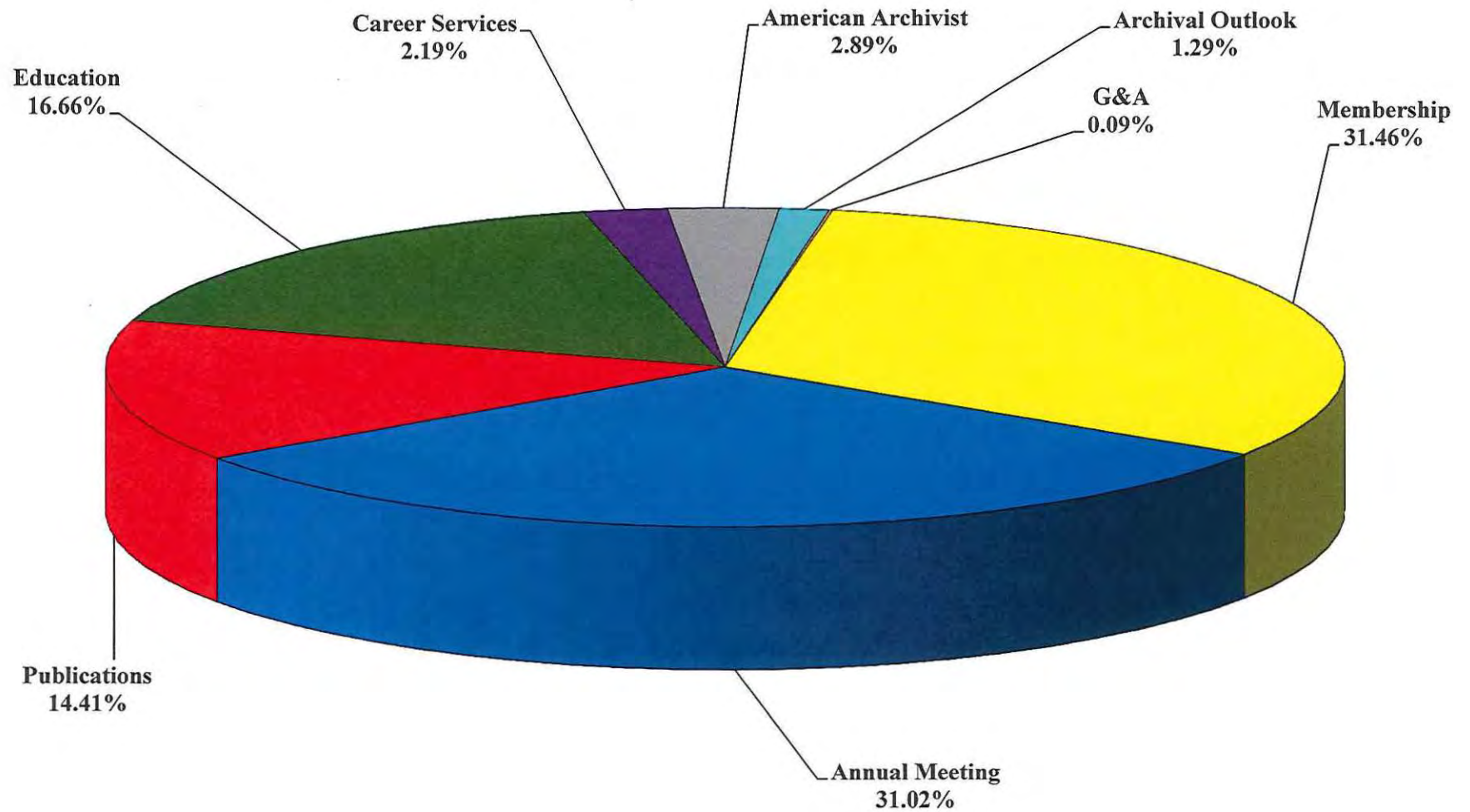




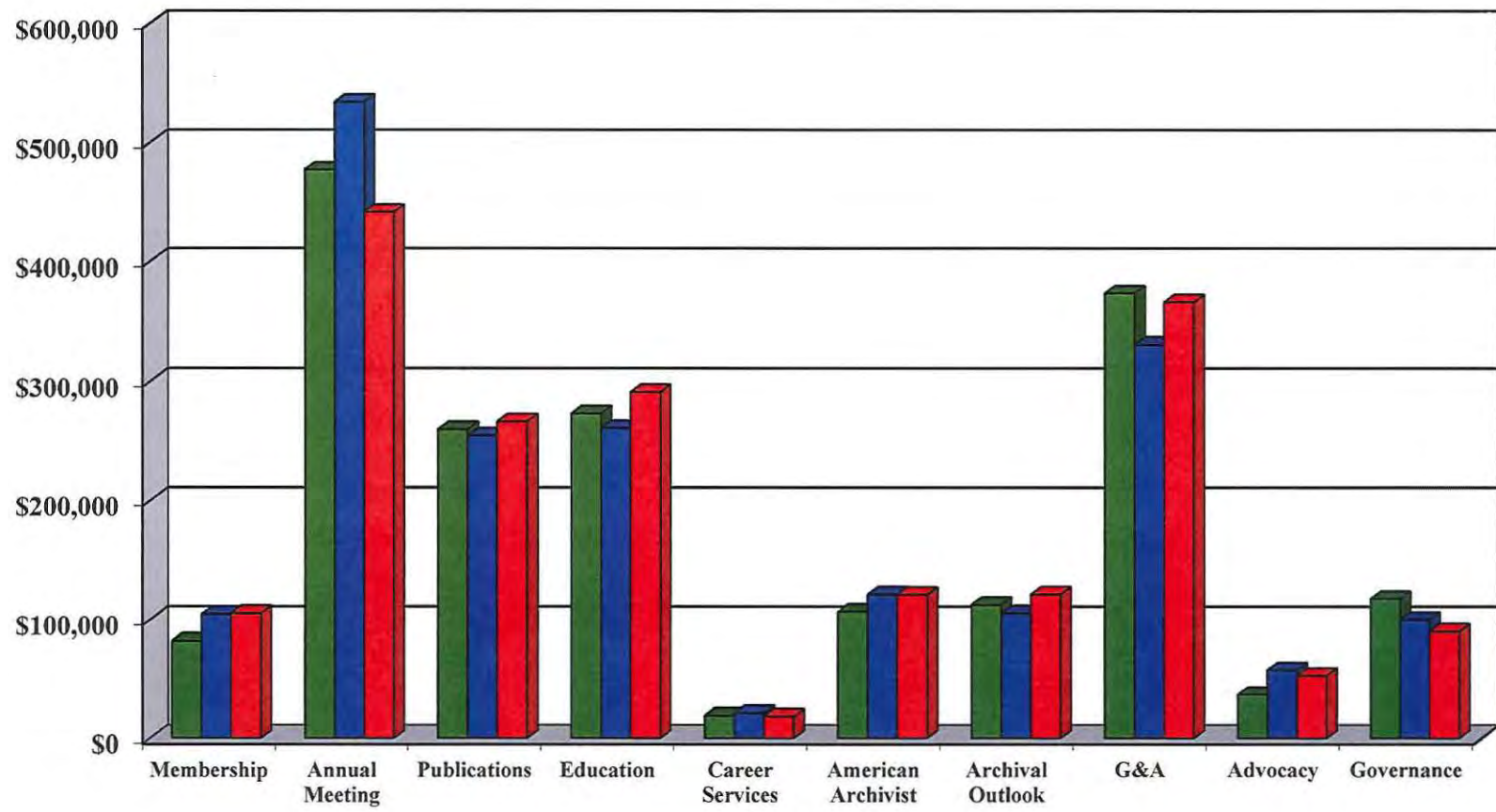
# Revenues By Cost Center



# SAA Revenues by Cost Center

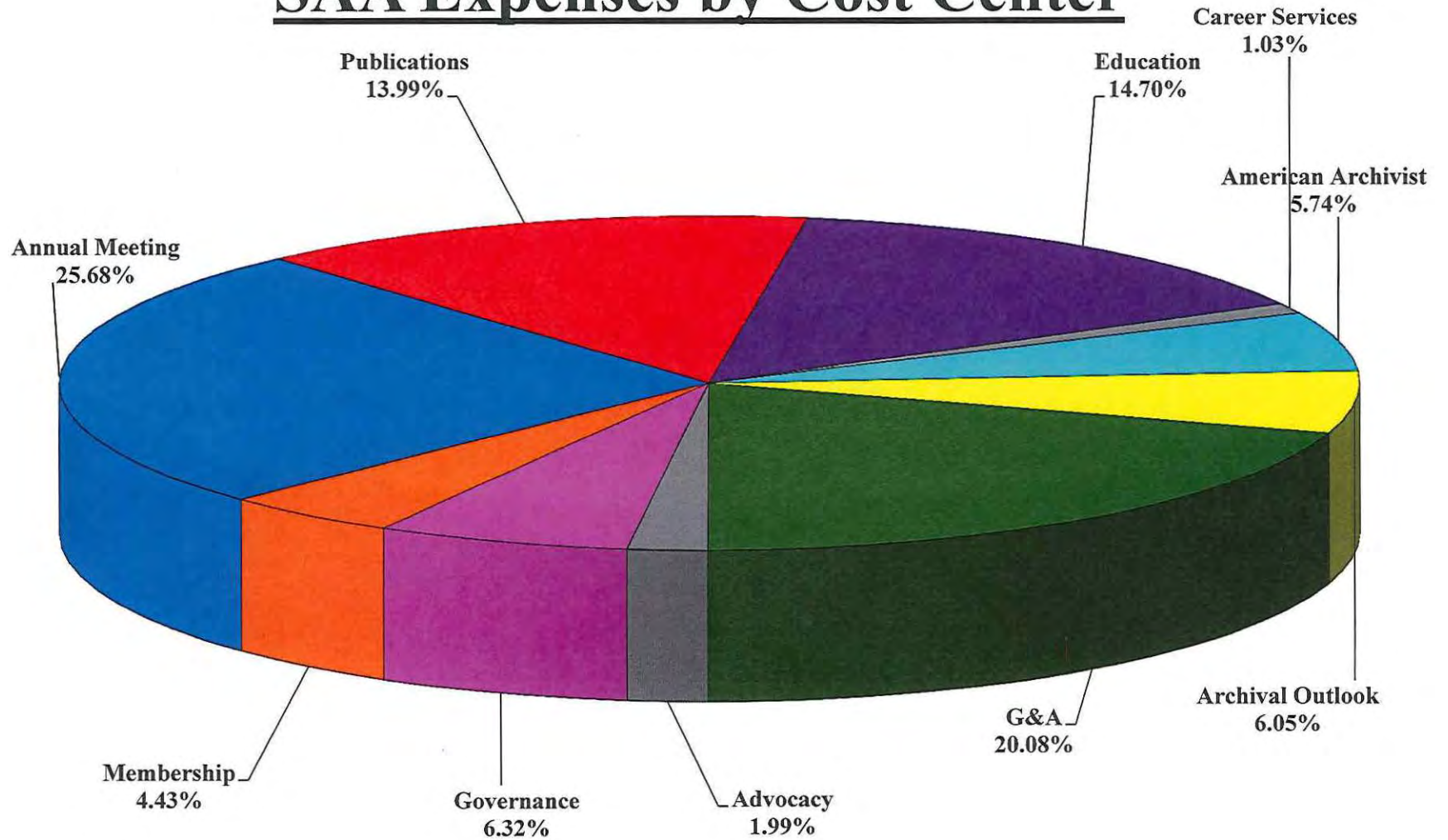


# Expenses By Cost Center





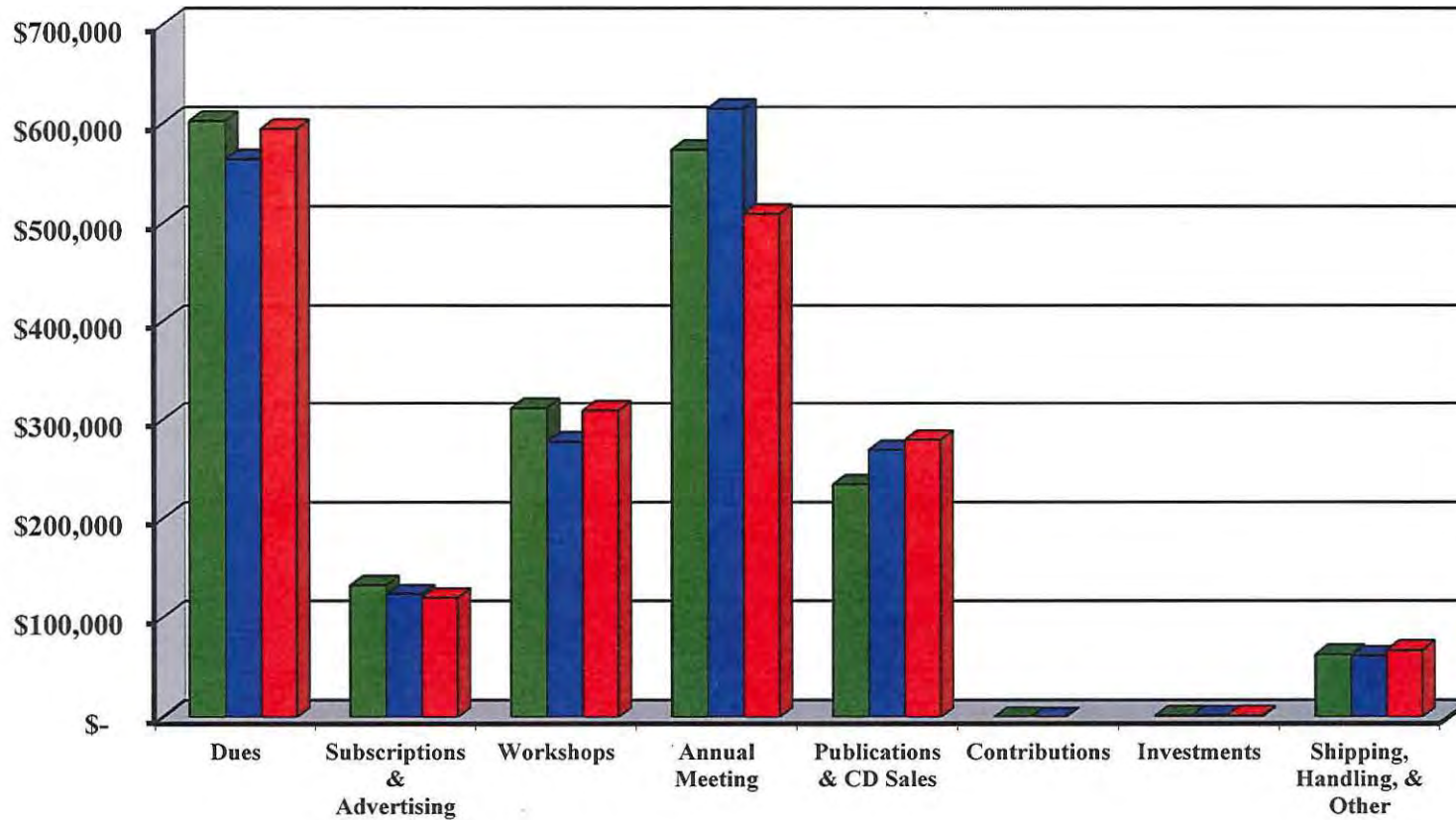
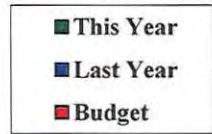
# SAA Expenses by Cost Center



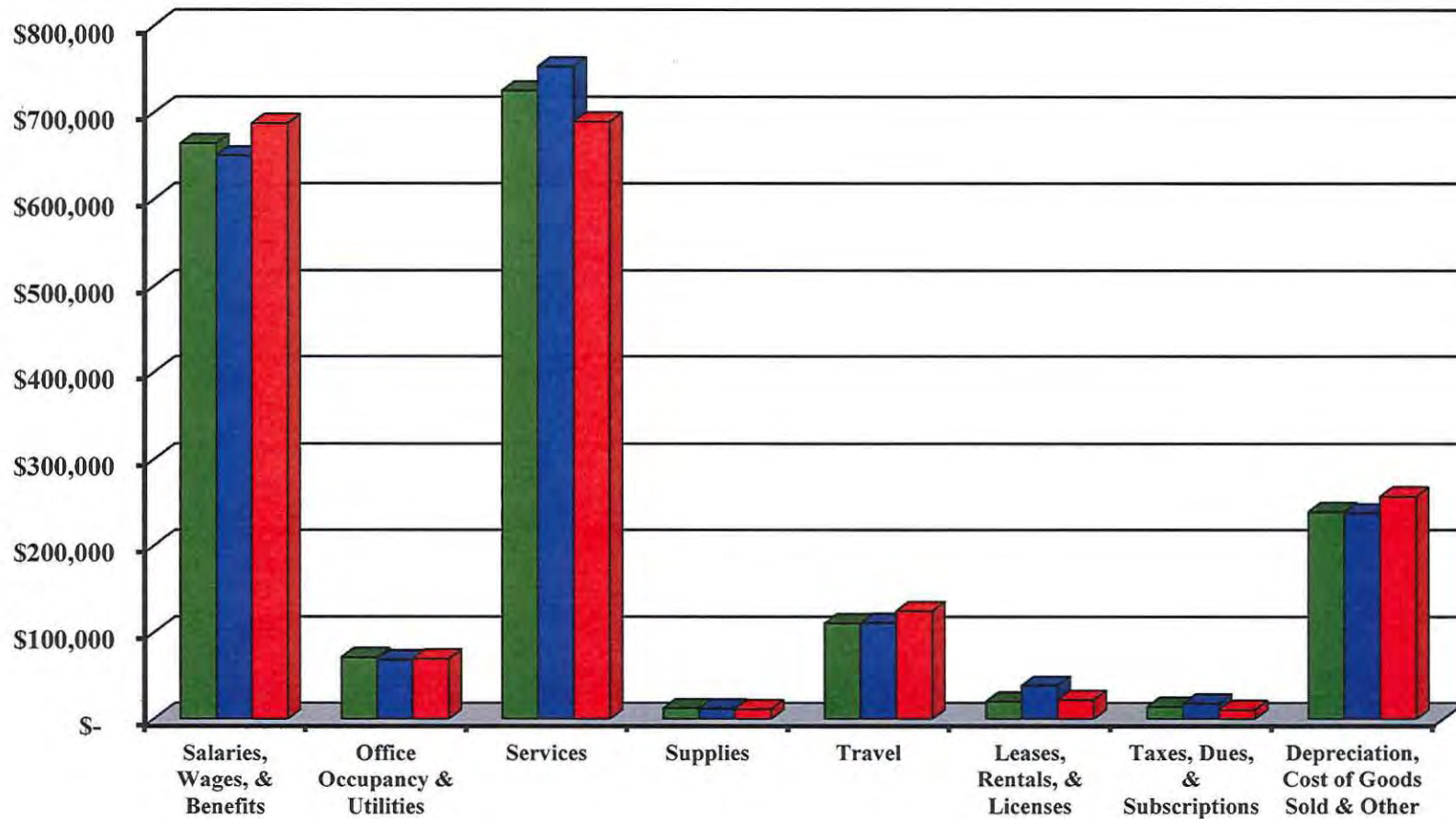
Society of American Archivists  
Consolidated Statement of Activities  
For the Nine Months Ending March 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	03/31/13	03/31/12	03/31/13	\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$602,153.05	\$563,765.46	\$594,166.43	\$38,387.59	6.81%	\$7,986.62	1.34%
Subscriptions & Advertising	132,054.52	122,896.45	119,171.41	9,158.07	7.45%	12,883.11	10.81%
Workshops	311,586.00	277,650.20	308,982.00	33,935.80	12.22%	2,604.00	0.84%
Annual Meeting	573,204.50	614,465.02	508,874.64	(41,260.52)	(6.71%)	64,329.86	12.64%
Publications & CD Sales	234,261.05	269,120.20	279,207.29	(34,859.15)	(12.95%)	(44,946.24)	(16.10%)
Contributions	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	1,575.72	1,179.84	1,485.00	395.88	33.55%	90.72	6.11%
Shipping, Handling, & Other	62,549.97	61,108.73	66,609.94	1,441.24	2.36%	(4,059.97)	(6.10%)
<b>Total Income</b>	<b>1,917,484.81</b>	<b>1,910,186.90</b>	<b>1,878,496.71</b>	<b>7,297.91</b>	<b>0.38%</b>	<b>38,988.10</b>	<b>2.08%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	664,561.91	650,637.64	687,879.06	13,924.27	2.14%	(23,317.15)	(3.39%)
Office Occupancy & Utilities	71,351.79	68,675.81	69,636.63	2,675.98	3.90%	1,715.16	2.46%
Services	725,945.91	753,579.05	689,903.02	(27,633.14)	(3.67%)	36,042.89	5.22%
Supplies	12,763.19	12,179.09	11,587.00	584.10	4.80%	1,176.19	10.15%
Travel	110,843.48	111,295.45	124,564.50	(451.97)	(0.41%)	(13,721.02)	(11.02%)
Leases, Rentals, & Licenses	20,424.26	38,699.19	22,301.67	(18,274.93)	(47.22%)	(1,877.41)	(8.42%)
Taxes, Dues, & Subscriptions	14,322.50	18,000.21	10,646.00	(3,677.71)	(20.43%)	3,676.50	34.53%
Depreciation, Cost of Goods Sold & Other	239,459.18	237,842.23	257,543.91	1,616.95	0.68%	(18,084.73)	(7.02%)
<b>Total Expenses</b>	<b>1,859,672.22</b>	<b>1,890,908.67</b>	<b>1,874,061.79</b>	<b>(31,236.45)</b>	<b>(1.65%)</b>	<b>(14,389.57)</b>	<b>(0.77%)</b>
<b>Net Gain or (Loss)</b>	<b>57,812.59</b>	<b>19,278.23</b>	<b>4,434.92</b>	<b>38,534.36</b>	<b>199.89%</b>	<b>53,377.67</b>	<b>1,203.58%</b>

# Operations Revenue Comparison



# Operations Expense Comparison



Society of American Archivists  
Membership and Periodicals  
For the Nine Months Ending March 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	03/31/13	03/31/12	03/31/13	\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$602,153.05	\$563,765.46	\$594,166.43	\$38,387.59	6.81%	\$7,986.62	1.34%
Subscriptions & Advertising	72,268.05	70,246.40	66,920.00	2,021.65	2.88%	5,348.05	7.99%
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	8,894.32	10,342.10	9,754.15	(1,447.78)	(14.00%)	(859.83)	(8.82%)
<b>Total Income</b>	<b>683,315.42</b>	<b>644,353.96</b>	<b>670,840.58</b>	<b>38,961.46</b>	<b>6.05%</b>	<b>12,474.84</b>	<b>1.86%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	136,634.73	143,848.98	155,123.63	(7,214.25)	(5.02%)	(18,488.90)	(11.92%)
Office Occupancy & Utilities	14,319.09	14,861.91	15,858.90	(542.82)	(3.65%)	(1,539.81)	(9.71%)
Services	139,017.28	152,284.58	148,617.91	(13,267.30)	(8.71%)	(9,600.63)	(6.46%)
Supplies	2,724.94	2,531.51	4,317.46	193.43	7.64%	(1,592.52)	(36.89%)
Travel	1,696.27	4,824.18	8,175.00	(3,127.91)	(64.84%)	(6,478.73)	(79.25%)
Leases, Rentals, & Licenses	2,567.24	2,534.02	4,614.16	33.22	1.31%	(2,046.92)	(44.36%)
Taxes, Dues, & Subscriptions	495.00	495.00	490.00		0.00%	5.00	1.02%
Depreciation, Cost of Goods Sold & Other	4,175.55	10,151.71	10,500.00	(5,976.16)	(58.87%)	(6,324.45)	(60.23%)
<b>Total Expenses</b>	<b>301,630.10</b>	<b>331,531.89</b>	<b>347,697.06</b>	<b>(29,901.79)</b>	<b>(9.02%)</b>	<b>(46,066.96)</b>	<b>(13.25%)</b>
<b>Net Gain or (Loss)</b>	<b>381,685.32</b>	<b>312,822.07</b>	<b>323,143.52</b>	<b>68,863.25</b>	<b>22.01%</b>	<b>58,541.80</b>	<b>18.12%</b>

Society of American Archivists  
Membership  
For the Nine Months Ending March 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	03/31/13	03/31/12	03/31/13	\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$602,153.05	\$563,765.46	\$594,166.43	\$38,387.59	6.81%	\$7,986.62	1.34%
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					0.00%		0.00%
Shipping, Handling, & Other	1,113.20	1,779.20	2,900.00	(666.00)	(37.43%)	(1,786.80)	(61.61%)
<b>Total Income</b>	<b>603,266.25</b>	<b>565,544.66</b>	<b>597,066.43</b>	<b>37,721.59</b>	<b>6.67%</b>	<b>6,199.82</b>	<b>1.04%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	61,408.91	71,818.73	73,197.76	(10,409.82)	(14.49%)	(11,788.85)	(16.11%)
Office Occupancy & Utilities	6,531.56	7,433.25	7,518.45	(901.69)	(12.13%)	(986.89)	(13.13%)
Services	5,552.65	11,518.38	7,399.95	(5,965.73)	(51.79%)	(1,847.30)	(24.96%)
Supplies	2,137.96	1,691.42	2,734.87	446.54	26.40%	(596.91)	(21.83%)
Travel	1,597.27	889.49	1,725.00	707.78	79.57%	(127.73)	(7.40%)
Leases, Rentals, & Licenses	1,153.16	1,261.45	1,985.91	(108.29)	(8.58%)	(832.75)	(41.93%)
Taxes, Dues, & Subscriptions			245.00		0.00%	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	3,975.55	10,151.71	10,500.00	(6,176.16)	(60.84%)	(6,524.45)	(62.14%)
<b>Total Expenses</b>	<b>82,357.06</b>	<b>104,764.43</b>	<b>105,306.94</b>	<b>(22,407.37)</b>	<b>(21.39%)</b>	<b>(22,949.88)</b>	<b>(21.79%)</b>
<b>Net Gain or (Loss)</b>	<b>520,909.19</b>	<b>460,780.23</b>	<b>491,759.49</b>	<b>60,128.96</b>	<b>13.05%</b>	<b>29,149.70</b>	<b>5.93%</b>

Society of American Archivists  
Periodicals (AA & AO)  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	72,268.05	70,246.40	66,920.00	2,021.65	2.88%	5,348.05	7.99%
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	7,781.12	8,562.90	6,854.15	(781.78)	(9.13%)	926.97	13.52%
<b>Total Income</b>	<b>80,049.17</b>	<b>78,809.30</b>	<b>73,774.15</b>	<b>1,239.87</b>	<b>1.57%</b>	<b>6,275.02</b>	<b>8.51%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	75,225.82	72,030.25	81,925.87	3,195.57	4.44%	(6,700.05)	(8.18%)
Office Occupancy & Utilities	7,787.53	7,428.66	8,340.45	358.87	4.83%	(552.92)	(6.63%)
Services	133,464.63	140,766.20	141,217.96	(7,301.57)	(5.19%)	(7,753.33)	(5.49%)
Supplies	586.98	840.09	1,582.59	(253.11)	(30.13%)	(995.61)	(62.91%)
Travel	99.00	3,934.69	6,450.00	(3,835.69)	(97.48%)	(6,351.00)	(98.47%)
Leases, Rentals, & Licenses	1,414.08	1,272.57	2,628.25	141.51	11.12%	(1,214.17)	(46.20%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other	200.00			200.00	0.00%	200.00	0.00%
<b>Total Expenses</b>	<b>219,273.04</b>	<b>226,767.46</b>	<b>242,390.12</b>	<b>(7,494.42)</b>	<b>(3.30%)</b>	<b>(23,117.08)</b>	<b>(9.54%)</b>
<b>Net Gain or (Loss)</b>	<b>(139,223.87)</b>	<b>(147,958.16)</b>	<b>(168,615.97)</b>	<b>8,734.29</b>	<b>(5.90%)</b>	<b>29,392.10</b>	<b>(17.43%)</b>

Society of American Archivists  
American Archivist  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	49,327.00	50,829.50	49,920.00	(1,502.50)	(2.96%)	(593.00)	(1.19%)
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	<u>6,004.12</u>	<u>5,677.90</u>	<u>5,337.50</u>	<u>326.22</u>	<u>5.75%</u>	<u>666.62</u>	<u>12.49%</u>
<b>Total Income</b>	<u><b>55,331.12</b></u>	<u><b>56,507.40</b></u>	<u><b>55,257.50</b></u>	<u><b>(1,176.28)</b></u>	<u><b>(2.08%)</b></u>	<u><b>73.62</b></u>	<u><b>0.13%</b></u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	31,113.75	33,308.66	35,251.53	(2,194.91)	(6.59%)	(4,137.78)	(11.74%)
Office Occupancy & Utilities	3,207.71	3,422.85	3,591.55	(215.14)	(6.29%)	(383.84)	(10.69%)
Services	71,569.32	79,823.48	73,063.03	(8,254.16)	(10.34%)	(1,493.71)	(2.04%)
Supplies	241.68	407.68	1,249.26	(166.00)	(40.72%)	(1,007.58)	(80.65%)
Travel		3,934.69	6,450.00	(3,934.69)	(100.00%)	(6,450.00)	(100.00%)
Leases, Rentals, & Licenses	584.89	588.39	1,363.36	(3.50)	(0.59%)	(778.47)	(57.10%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u><b>106,717.35</b></u>	<u><b>121,485.75</b></u>	<u><b>120,968.73</b></u>	<u><b>(14,768.40)</b></u>	<u><b>(12.16%)</b></u>	<u><b>(14,251.38)</b></u>	<u><b>(11.78%)</b></u>
<b>Net Gain or (Loss)</b>	<u><b>(51,386.23)</b></u>	<u><b>(64,978.35)</b></u>	<u><b>(65,711.23)</b></u>	<u><b>13,592.12</b></u>	<u><b>(20.92%)</b></u>	<u><b>14,325.00</b></u>	<u><b>(21.80%)</b></u>



Society of American Archivists  
Archival Outlook  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	22,941.05	19,416.90	17,000.00	3,524.15	18.15%	5,941.05	34.95%
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	1,777.00	2,885.00	1,516.65	(1,108.00)	(38.41%)	260.35	17.17%
<b>Total Income</b>	<b>24,718.05</b>	<b>22,301.90</b>	<b>18,516.65</b>	<b>2,416.15</b>	<b>10.83%</b>	<b>6,201.40</b>	<b>33.49%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	44,112.07	38,721.59	46,674.34	5,390.48	13.92%	(2,562.27)	(5.49%)
Office Occupancy & Utilities	4,579.82	4,005.81	4,748.90	574.01	14.33%	(169.08)	(3.56%)
Services	61,895.31	60,942.72	68,154.93	952.59	1.56%	(6,259.62)	(9.18%)
Supplies	345.30	432.41	333.33	(87.11)	(20.15%)	11.97	3.59%
Travel	99.00			99.00	0.00%	99.00	0.00%
Leases, Rentals, & Licenses	829.19	684.18	1,264.89	145.01	21.19%	(435.70)	(34.45%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other	200.00			200.00	0.00%	200.00	0.00%
<b>Total Expenses</b>	<b>112,555.69</b>	<b>105,281.71</b>	<b>121,421.39</b>	<b>7,273.98</b>	<b>6.91%</b>	<b>(8,865.70)</b>	<b>(7.30%)</b>
<b>Net Gain or (Loss)</b>	<b>(87,837.64)</b>	<b>(82,979.81)</b>	<b>(102,904.74)</b>	<b>(4,857.83)</b>	<b>5.85%</b>	<b>15,067.10</b>	<b>(14.64%)</b>

Society of American Archivists  
Operational Revenue Centers  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	59,786.47	52,650.05	52,251.41	7,136.42	13.55%	7,535.06	14.42%
Workshops	311,586.00	277,650.20	308,982.00	33,935.80	12.22%	2,604.00	0.84%
Annual Meeting	573,204.50	614,465.02	508,874.64	(41,260.52)	(6.71%)	64,329.86	12.64%
Publications & CD Sales	234,261.05	269,120.20	279,207.29	(34,859.15)	(12.95%)	(44,946.24)	(16.10%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	53,629.55	50,381.79	56,855.79	3,247.76	6.45%	(3,226.24)	(5.67%)
<b>Total Income</b>	<b>1,232,467.57</b>	<b>1,264,267.26</b>	<b>1,206,171.13</b>	<b>(31,799.69)</b>	<b>(2.52%)</b>	<b>26,296.44</b>	<b>2.18%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	282,782.52	245,600.80	265,678.82	37,181.72	15.14%	17,103.70	6.44%
Office Occupancy & Utilities	28,939.94	26,390.91	27,057.66	2,549.03	9.66%	1,882.28	6.96%
Services	455,138.62	476,509.86	424,838.69	(21,371.24)	(4.48%)	30,299.93	7.13%
Supplies	6,446.38	6,268.12	4,661.14	178.26	2.84%	1,785.24	38.30%
Travel	81,532.03	90,973.40	99,298.00	(9,441.37)	(10.38%)	(17,765.97)	(17.89%)
Leases, Rentals, & Licenses	11,464.34	30,582.79	11,694.76	(19,118.45)	(62.51%)	(230.42)	(1.97%)
Taxes, Dues, & Subscriptions	2,465.40	2,579.00	245.00	(113.60)	(4.40%)	2,220.40	906.29%
Depreciation, Cost of Goods Sold & Other	161,395.01	192,226.06	184,327.54	(30,831.05)	(16.04%)	(22,932.53)	(12.44%)
<b>Total Expenses</b>	<b>1,030,164.24</b>	<b>1,071,130.94</b>	<b>1,017,801.61</b>	<b>(40,966.70)</b>	<b>(3.82%)</b>	<b>12,362.63</b>	<b>1.21%</b>
<b>Net Gain or (Loss)</b>	<b>202,303.33</b>	<b>193,136.32</b>	<b>188,369.52</b>	<b>9,167.01</b>	<b>4.75%</b>	<b>13,933.81</b>	<b>7.40%</b>

Society of American Archivists  
Annual Meeting  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	11,700.00	12,650.00	8,500.00	(950.00)	(7.51%)	3,200.00	37.65%
Workshops					0.00%		0.00%
Annual Meeting	573,204.50	614,465.02	508,874.64	(41,260.52)	(6.71%)	64,329.86	12.64%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,845.61	9,055.00	1,250.00	790.61	8.73%	8,595.61	687.65%
<b>Total Income</b>	<b>594,750.11</b>	<b>636,170.02</b>	<b>518,624.64</b>	<b>(41,419.91)</b>	<b>(6.51%)</b>	<b>76,125.47</b>	<b>14.68%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	97,429.73	85,525.52	88,649.84	11,904.21	13.92%	8,779.89	9.90%
Office Occupancy & Utilities	9,542.39	8,811.29	9,037.28	731.10	8.30%	505.11	5.59%
Services	283,863.31	288,622.23	235,386.73	(4,758.92)	(1.65%)	48,476.58	20.59%
Supplies	1,817.67	2,043.75	2,415.07	(226.08)	(11.06%)	(597.40)	(24.74%)
Travel	12,911.48	29,584.71	13,110.00	(16,673.23)	(56.36%)	(198.52)	(1.51%)
Leases, Rentals, & Licenses	1,869.55	23,670.25	3,512.22	(21,800.70)	(92.10%)	(1,642.67)	(46.77%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	70,193.10	96,029.22	89,814.49	(25,836.12)	(26.90%)	(19,621.39)	(21.85%)
<b>Total Expenses</b>	<b>477,627.23</b>	<b>534,286.97</b>	<b>441,925.63</b>	<b>(56,659.74)</b>	<b>(10.60%)</b>	<b>35,701.60</b>	<b>8.08%</b>
<b>Net Gain or (Loss)</b>	<b>117,122.88</b>	<b>101,883.05</b>	<b>76,699.01</b>	<b>15,239.83</b>	<b>14.96%</b>	<b>40,423.87</b>	<b>52.70%</b>

Society of American Archivists  
Annual Meeting - Chicago 2011  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising		12,650.00		(12,650.00)	(100.00%)		0.00%
Workshops					0.00%		0.00%
Annual Meeting		614,465.02		(614,465.02)	(100.00%)		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		9,055.00		(9,055.00)	(100.00%)		0.00%
<b>Total Income</b>		<b>636,170.02</b>		<b>(636,170.02)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits		48,852.83		(48,852.83)	(100.00%)		0.00%
Office Occupancy & Utilities		4,849.38		(4,849.38)	(100.00%)		0.00%
Services		266,747.59		(266,747.59)	(100.00%)		0.00%
Supplies		1,773.96		(1,773.96)	(100.00%)		0.00%
Travel		20,420.79		(20,420.79)	(100.00%)		0.00%
Leases, Rentals, & Licenses		22,885.61		(22,885.61)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		168,756.81		(168,756.81)	(100.00%)		0.00%
<b>Total Expenses</b>		<b>534,286.97</b>		<b>(534,286.97)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>		<b>101,883.05</b>		<b>(101,883.05)</b>	<b>(100.00%)</b>		<b>0.00%</b>

Society of American Archivists  
Annual Meeting - San Diego 2012  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	11,700.00		8,500.00	11,700.00	0.00%	3,200.00	37.65%
Workshops					0.00%		0.00%
Annual Meeting	573,204.50		508,874.64	573,204.50	0.00%	64,329.86	12.64%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,845.61		1,250.00	9,845.61	0.00%	8,595.61	687.65%
<b>Total Income</b>	<b>594,750.11</b>		<b>518,624.64</b>	<b>594,750.11</b>	<b>0.00%</b>	<b>76,125.47</b>	<b>14.68%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	54,564.81	36,672.69	52,322.91	17,892.12	48.79%	2,241.90	4.28%
Office Occupancy & Utilities	5,113.79	3,958.78	5,346.12	1,155.01	29.18%	(232.33)	(4.35%)
Services	257,896.12	21,874.52	218,251.15	236,021.60	1,078.98%	39,644.97	18.16%
Supplies	1,395.40	269.79	2,174.18	1,125.61	417.22%	(778.78)	(35.82%)
Travel	2,911.37	8,494.09	3,695.00	(5,582.72)	(65.72%)	(783.63)	(21.21%)
Leases, Rentals, & Licenses	1,108.27	784.64	2,530.63	323.63	41.25%	(1,422.36)	(56.21%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	154,637.47	(72,054.51)	157,605.60	226,691.98	(314.61%)	(2,968.13)	(1.88%)
<b>Total Expenses</b>	<b>477,627.23</b>		<b>441,925.59</b>	<b>477,627.23</b>	<b>0.00%</b>	<b>35,701.64</b>	<b>8.08%</b>
<b>Net Gain or (Loss)</b>	<b>117,122.88</b>		<b>76,699.05</b>	<b>117,122.88</b>	<b>0.00%</b>	<b>40,423.83</b>	<b>52.70%</b>

Society of American Archivists  
Annual Meeting - New Orleans 2013  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	42,864.92		36,326.93	42,864.92	0.00%	6,537.99	18.00%
Office Occupancy & Utilities	4,428.60	3.13	3,691.16	4,425.47	141,388.82%	737.44	19.98%
Services	25,967.19	0.12	17,135.58	25,967.07	21,639,225.00%	8,831.61	51.54%
Supplies	422.27		240.89	422.27	0.00%	181.38	75.30%
Travel	10,000.11	669.83	9,415.00	9,330.28	1,392.93%	585.11	6.21%
Leases, Rentals, & Licenses	761.28		981.59	761.28	0.00%	(220.31)	(22.44%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(84,444.37)	(673.08)	(67,791.11)	(83,771.29)	12,445.96%	(16,653.26)	24.57%
<b>Total Expenses</b>			<b>0.04</b>		<b>0.00%</b>	<b>(0.04)</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>(0.04)</b>		<b>0.00%</b>	<b>0.04</b>	<b>(100.00%)</b>

Society of American Archivists  
Publications  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	232,789.05	265,657.20	275,607.29	(32,868.15)	(12.37%)	(42,818.24)	(15.54%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	43,424.94	41,111.79	55,605.79	2,313.15	5.63%	(12,180.85)	(21.91%)
<b>Total Income</b>	<b>276,213.99</b>	<b>306,768.99</b>	<b>331,213.08</b>	<b>(30,555.00)</b>	<b>(9.96%)</b>	<b>(54,999.09)</b>	<b>(16.61%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	63,577.02	53,549.16	65,368.22	10,027.86	18.73%	(1,791.20)	(2.74%)
Office Occupancy & Utilities	7,309.41	6,338.08	6,653.71	971.33	15.33%	655.70	9.85%
Services	77,269.80	87,888.05	84,978.26	(10,618.25)	(12.08%)	(7,708.46)	(9.07%)
Supplies	3,521.96	726.16	468.52	2,795.80	385.01%	3,053.44	651.72%
Travel	10,468.26	5,818.91	11,450.00	4,649.35	79.90%	(981.74)	(8.57%)
Leases, Rentals, & Licenses	5,329.66	3,503.61	4,203.20	1,826.05	52.12%	1,126.46	26.80%
Taxes, Dues, & Subscriptions	2,465.40	2,579.00		(113.60)	(4.40%)	2,465.40	0.00%
Depreciation, Cost of Goods Sold & Other	90,142.28	94,273.64	93,613.05	(4,131.36)	(4.38%)	(3,470.77)	(3.71%)
<b>Total Expenses</b>	<b>260,083.79</b>	<b>254,676.61</b>	<b>266,734.96</b>	<b>5,407.18</b>	<b>2.12%</b>	<b>(6,651.17)</b>	<b>(2.49%)</b>
<b>Net Gain or (Loss)</b>	<b>16,130.20</b>	<b>52,092.38</b>	<b>64,478.12</b>	<b>(35,962.18)</b>	<b>(69.04%)</b>	<b>(48,347.92)</b>	<b>(74.98%)</b>

Society of American Archivists  
Education  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	6,015.00	5,891.25	4,200.03	123.75	2.10%	1,814.97	43.21%
Workshops	311,586.00	277,650.20	308,982.00	33,935.80	12.22%	2,604.00	0.84%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	1,472.00	3,463.00	3,600.00	(1,991.00)	(57.49%)	(2,128.00)	(59.11%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	359.00	215.00		144.00	66.98%	359.00	0.00%
<b>Total Income</b>	<b>319,432.00</b>	<b>287,219.45</b>	<b>316,782.03</b>	<b>32,212.55</b>	<b>11.22%</b>	<b>2,649.97</b>	<b>0.84%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	118,954.38	103,556.48	105,405.30	15,397.90	14.87%	13,549.08	12.85%
Office Occupancy & Utilities	11,794.95	10,931.20	10,729.97	863.75	7.90%	1,064.98	9.93%
Services	78,193.33	82,304.62	94,083.55	(4,111.29)	(5.00%)	(15,890.22)	(16.89%)
Supplies	1,087.58	3,465.15	1,731.67	(2,377.57)	(68.61%)	(644.09)	(37.19%)
Travel	58,152.29	55,569.78	74,738.00	2,582.51	4.65%	(16,585.71)	(22.19%)
Leases, Rentals, & Licenses	4,210.31	3,356.93	3,159.68	853.38	25.42%	1,050.63	33.25%
Taxes, Dues, & Subscriptions			245.00		0.00%	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	960.63	1,923.20	900.00	(962.57)	(50.05%)	60.63	6.74%
<b>Total Expenses</b>	<b>273,353.47</b>	<b>261,107.36</b>	<b>290,993.17</b>	<b>12,246.11</b>	<b>4.69%</b>	<b>(17,639.70)</b>	<b>(6.06%)</b>
<b>Net Gain or (Loss)</b>	<b>46,078.53</b>	<b>26,112.09</b>	<b>25,788.86</b>	<b>19,966.44</b>	<b>76.46%</b>	<b>20,289.67</b>	<b>78.68%</b>



Society of American Archivists  
Career Services  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	42,071.47	34,108.80	39,551.38	7,962.67	23.34%	2,520.09	6.37%
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					0.00%		0.00%
<b>Total Income</b>	<b>42,071.47</b>	<b>34,108.80</b>	<b>39,551.38</b>	<b>7,962.67</b>	<b>23.34%</b>	<b>2,520.09</b>	<b>6.37%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	2,821.39	2,969.64	6,255.46	(148.25)	(4.99%)	(3,434.07)	(54.90%)
Office Occupancy & Utilities	293.19	310.34	636.70	(17.15)	(5.53%)	(343.51)	(53.95%)
Services	15,812.18	17,694.96	10,390.15	(1,882.78)	(10.64%)	5,422.03	52.18%
Supplies	19.17	33.06	45.88	(13.89)	(42.01%)	(26.71)	(58.22%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	54.82	52.00	819.66	2.82	5.42%	(764.84)	(93.31%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	99.00			99.00	0.00%	99.00	0.00%
<b>Total Expenses</b>	<b>19,099.75</b>	<b>21,060.00</b>	<b>18,147.85</b>	<b>(1,960.25)</b>	<b>(9.31%)</b>	<b>951.90</b>	<b>5.25%</b>
<b>Net Gain or (Loss)</b>	<b>22,971.72</b>	<b>13,048.80</b>	<b>21,403.53</b>	<b>9,922.92</b>	<b>76.04%</b>	<b>1,568.19</b>	<b>7.33%</b>

Society of American Archivists  
Operational Expense Centers  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	1,575.72	1,179.84	1,485.00	395.88	33.55%	90.72	6.11%
Shipping, Handling, & Other	26.10	384.84		(358.74)	(93.22%)	26.10	0.00%
<b>Total Income</b>	<b>1,701.82</b>	<b>1,565.68</b>	<b>1,485.00</b>	<b>136.14</b>	<b>8.70%</b>	<b>216.82</b>	<b>14.60%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	245,144.66	261,187.86	267,076.61	(16,043.20)	(6.14%)	(21,931.95)	(8.21%)
Office Occupancy & Utilities	28,092.76	27,422.99	26,720.07	669.77	2.44%	1,372.69	5.14%
Services	131,790.01	124,784.61	116,446.42	7,005.40	5.61%	15,343.59	13.18%
Supplies	3,591.87	3,379.46	2,608.40	212.41	6.29%	983.47	37.70%
Travel	27,615.18	15,497.87	17,091.50	12,117.31	78.19%	10,523.68	61.57%
Leases, Rentals, & Licenses	6,392.68	5,582.38	5,992.75	810.30	14.52%	399.93	6.67%
Taxes, Dues, & Subscriptions	11,362.10	14,926.21	9,911.00	(3,564.11)	(23.88%)	1,451.10	14.64%
Depreciation, Cost of Goods Sold & Other	73,888.62	35,464.46	62,716.37	38,424.16	108.35%	11,172.25	17.81%
<b>Total Expenses</b>	<b>527,877.88</b>	<b>488,245.84</b>	<b>508,563.12</b>	<b>39,632.04</b>	<b>8.12%</b>	<b>19,314.76</b>	<b>3.80%</b>
<b>Net Gain or (Loss)</b>	<b>(526,176.06)</b>	<b>(486,680.16)</b>	<b>(507,078.12)</b>	<b>(39,495.90)</b>	<b>8.12%</b>	<b>(19,097.94)</b>	<b>3.77%</b>

Society of American Archivists  
General & Administrative  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	1,575.72	1,179.84	1,485.00	395.88	33.55%	90.72	6.11%
Shipping, Handling, & Other	26.10	384.84		(358.74)	(93.22%)	26.10	0.00%
<b>Total Income</b>	<b>1,701.82</b>	<b>1,565.68</b>	<b>1,485.00</b>	<b>136.14</b>	<b>8.70%</b>	<b>216.82</b>	<b>14.60%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	160,263.08	165,314.71	170,326.85	(5,051.63)	(3.06%)	(10,063.77)	(5.91%)
Office Occupancy & Utilities	17,386.80	17,176.79	16,879.59	210.01	1.22%	507.21	3.00%
Services	105,776.39	101,808.76	102,664.70	3,967.63	3.90%	3,111.69	3.03%
Supplies	2,845.84	2,087.60	1,906.36	758.24	36.32%	939.48	49.28%
Travel	7,931.62	3,011.70	7,369.00	4,919.92	163.36%	562.62	7.63%
Leases, Rentals, & Licenses	3,775.30	3,908.67	3,373.12	(133.37)	(3.41%)	402.18	11.92%
Taxes, Dues, & Subscriptions	1,529.00	1,833.05	561.00	(304.05)	(16.59%)	968.00	172.55%
Depreciation, Cost of Goods Sold & Other	73,888.62	35,464.46	62,716.37	38,424.16	108.35%	11,172.25	17.81%
<b>Total Expenses</b>	<b>373,396.65</b>	<b>330,605.74</b>	<b>365,796.99</b>	<b>42,790.91</b>	<b>12.94%</b>	<b>7,599.66</b>	<b>2.08%</b>
<b>Net Gain or (Loss)</b>	<b>(371,694.83)</b>	<b>(329,040.06)</b>	<b>(364,311.99)</b>	<b>(42,654.77)</b>	<b>12.96%</b>	<b>(7,382.84)</b>	<b>2.03%</b>

Society of American Archivists  
Governance  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	61,280.15	63,560.39	60,043.37	(2,280.24)	(3.59%)	1,236.78	2.06%
Office Occupancy & Utilities	7,912.05	6,902.09	6,111.84	1,009.96	14.63%	1,800.21	29.45%
Services	23,224.96	11,799.65	11,962.88	11,425.31	96.83%	11,262.08	94.14%
Supplies	534.15	739.80	443.59	(205.65)	(27.80%)	90.56	20.42%
Travel	18,123.94	12,382.57	8,760.00	5,741.37	46.37%	9,363.94	106.89%
Leases, Rentals, & Licenses	2,184.02	1,117.45	1,628.65	1,066.57	95.45%	555.37	34.10%
Taxes, Dues, & Subscriptions	4,298.10	3,678.16	1,100.00	619.94	16.85%	3,198.10	290.74%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>117,557.37</b>	<b>100,180.11</b>	<b>90,050.33</b>	<b>17,377.26</b>	<b>17.35%</b>	<b>27,507.04</b>	<b>30.55%</b>
<b>Net Gain or (Loss)</b>	<b>(117,557.37)</b>	<b>(100,180.11)</b>	<b>(90,050.33)</b>	<b>(17,377.26)</b>	<b>17.35%</b>	<b>(27,507.04)</b>	<b>30.55%</b>

Society of American Archivists  
Advocacy  
For the Nine Months Ending March 31, 2013

	Year-To-Date 03/31/13	Year-To-Date 03/31/12	Budget 03/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	23,601.43	32,312.76	36,706.39	(8,711.33)	(26.96%)	(13,104.96)	(35.70%)
Office Occupancy & Utilities	2,793.91	3,344.11	3,728.64	(550.20)	(16.45%)	(934.73)	(25.07%)
Services	2,788.66	11,176.20	1,818.84	(8,387.54)	(75.05%)	969.82	53.32%
Supplies	211.88	552.06	258.45	(340.18)	(61.62%)	(46.57)	(18.02%)
Travel	1,559.62	103.60	962.50	1,456.02	1,405.42%	597.12	62.04%
Leases, Rentals, & Licenses	433.36	556.26	990.98	(122.90)	(22.09%)	(557.62)	(56.27%)
Taxes, Dues, & Subscriptions	5,535.00	9,415.00	8,250.00	(3,880.00)	(41.21%)	(2,715.00)	(32.91%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>36,923.86</b>	<b>57,459.99</b>	<b>52,715.80</b>	<b>(20,536.13)</b>	<b>(35.74%)</b>	<b>(15,791.94)</b>	<b>(29.96%)</b>
<b>Net Gain or (Loss)</b>	<b>(36,923.86)</b>	<b>(57,459.99)</b>	<b>(52,715.80)</b>	<b>20,536.13</b>	<b>(35.74%)</b>	<b>15,791.94</b>	<b>(29.96%)</b>