

**Society of American Archivists
Council Meeting
August 12 – 13, 2013
New Orleans, Louisiana**

**Treasurer's Report:
Financial Review July 1, 2012 – June 30, 2013**

Overview

For the fiscal year ending June 30, SAA posted a net gain of \$62,287.47. The budgeted net gain was \$13,478.82; the actual net gain was better than budget by \$48,808.65 (362.11%). Total revenues exceeded budget by \$73,327.18 (3.14%). Total expenses exceeded budget by \$24,518.53 (1.06%). 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%), Education (\$45,795.31 / 10.67%), *Archival Outlook* (\$14,694.57 / 68.92%), and Membership (\$12,830.71 / 1.6%).

Balance Sheet

The balance sheet ended the fiscal year on a very strong note. Cash and Investments balances combined exceeded last year by \$258,273.25 (34.38%). Total deferred revenues exceeded last year by \$42,544.99 (4.6%). Areas of deferred revenues that are showing particular strength are Exhibitors, Subscriptions, and Membership. Exhibitor deferred revenues are \$12,600.00 (18.42%) higher than last year. Membership and Subscriptions are ahead of last year by \$25,948.29 (5.86%) and \$6,518.50 (13.69%), respectively. We are well-positioned to have a strong start to FY 2014.

Income Statement

For the fiscal year ending June 30, SAA posted a net gain of \$62,287.47. This performance is better than last year and budget by \$47,475.03 (320.51%) and \$48,808.65 (362.11%), respectively. 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 \$54,835.41. 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 7.09% and 1.89%, 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 re-allocation of staff effort.

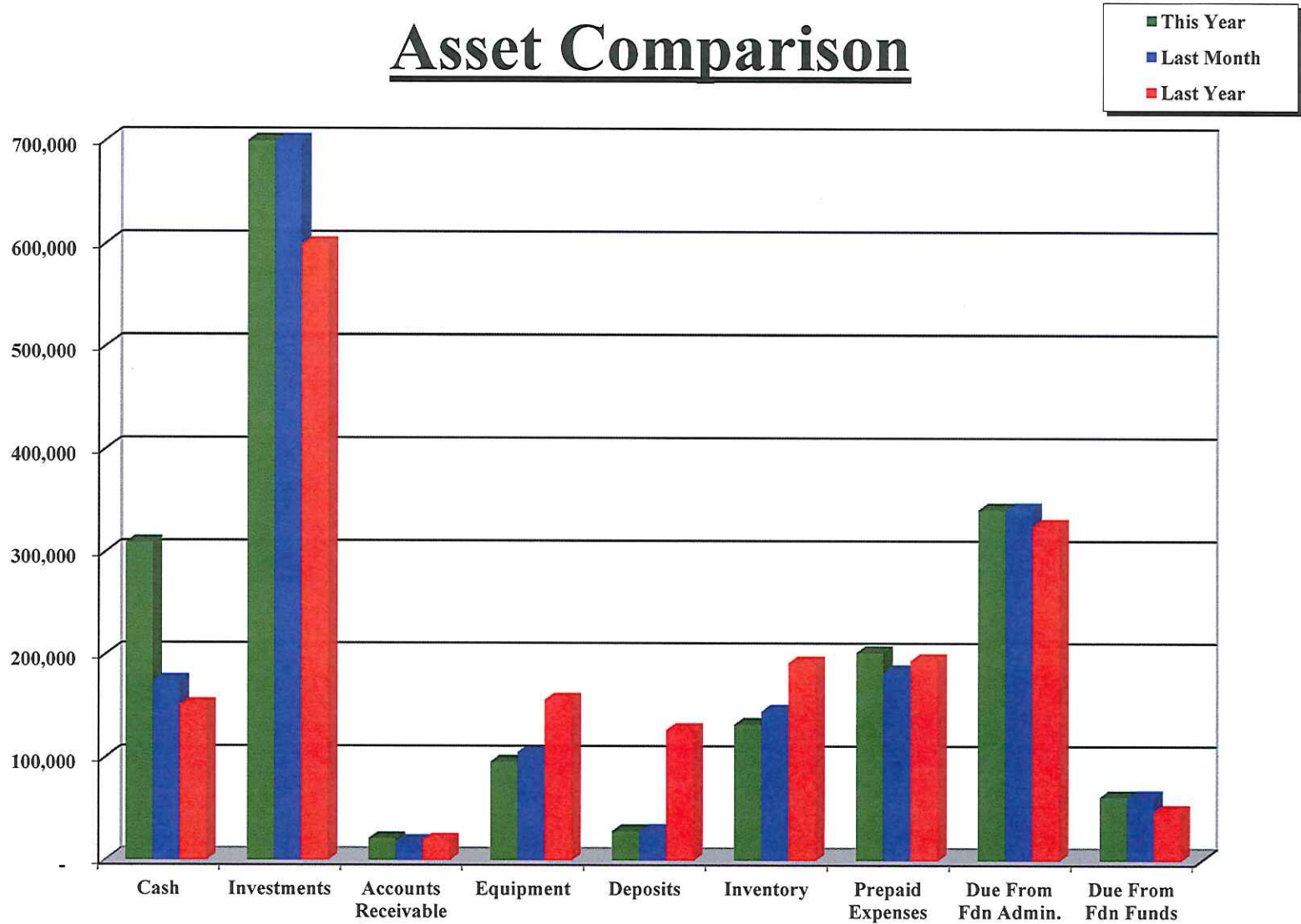
- **Periodicals:** *Archival Outlook's* advertising revenue exceeded budget by nearly \$14,000 due to six new advertisers coming aboard since the start of the fiscal year. *American Archivist* subscription revenues exceeded last year and budget by 6.72% and 4.46%, respectively. We over-accrued expenses related to the production of *The American Archivist* and *Archival Outlook* during June 2012. This over-accrual is one of the main causes of the favorable expense variances in June's financials. The budget included a number of trips involving *American Archivist* personnel. No travel expenses were incurred during the fiscal year.
- **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 \$51,726.71 (13.91%) and \$85,905.18 (21.15%), respectively. Shipping and warehouse processing expenses are significantly lower than last year and budget because of the lower sales volumes. At year-end, we devalued inventory by nearly \$15,000. This devaluation pushed Publications into a net loss for the year. The net loss of \$5,583.11 is \$87,967.53 less than budget and \$59,635.91 less than last year.
- **Education:** Total revenues exceeded last year by 10.88% and budget by 10.67%. DAS is the leading cause for the favorable revenue variances. Total expenses were higher than last year by 4.37%, but were less than budget by 1.54%. The net gain of \$99,090.25 exceeds last year and budget by \$30,878.81 (45.27%) and \$51,677.15 (108.99%), 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 9.07%. The unfavorable variance in Salaries, Wages, and Benefits was caused by a mid-year reallocation of staff effort that was offset in Membership. A year-end entry related to taxes on advertising revenue caused the unfavorable variance in Taxes, Dues, and Subscriptions. Depreciation expense has also exceeded budget expectations by more than \$14,000. The final determination of FY 2013's depreciation expense was made after the budget was finalized.
- **Governance:** Council travel expenses, increased staff effort, and increased consulting costs related to strategic planning were the leading causes for the overall unfavorable expense variance in this program. As of June 30, total expenses exceeded last year by \$22,327.97 (15.42%) and budget by \$28,362.28 (20.44%).
- **Advocacy:** Total expenses had a favorable variance to budget of nearly \$22,000 during the year. This was due to a decrease in staff effort that was instead allocated to Governance.

**Society of American Archivists
Year-To-Date Financial Statements
June 30, 2013**

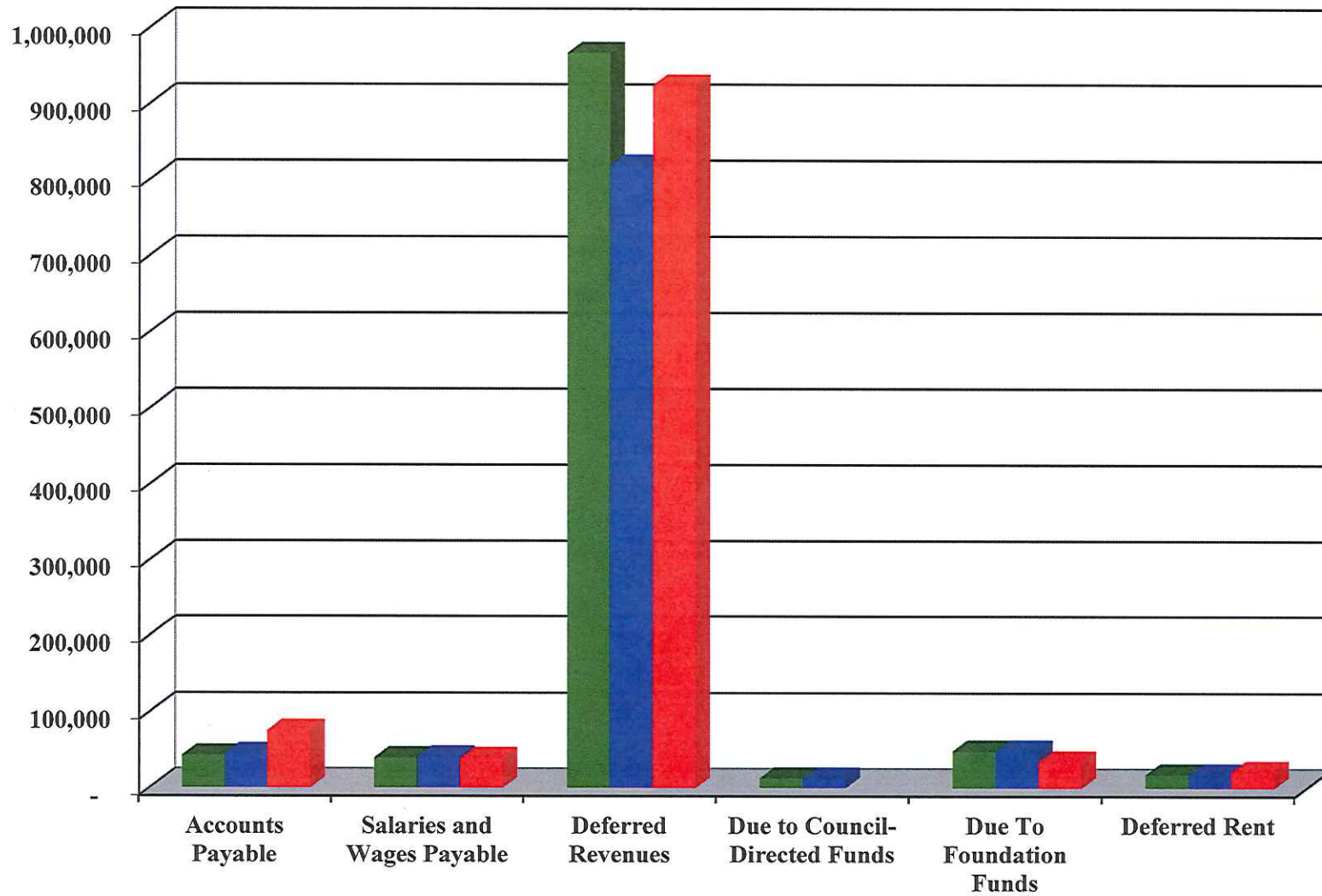
Society of American Archivists
Operations
For the Twelve Months Ending June 30, 2013

	Current Year		Prior Year	Current Month vs Last Month		Current Month vs Last Year	
	June	May	June	\$ Variance	% Variance	\$ Variance	% Variance
Assets							
Cash	\$309,455.15	\$174,663.16	\$151,181.90	\$134,791.99	77.17%	\$158,273.25	104.69%
Investments	700,000.00	700,000.00	600,000.00		0.00%	100,000.00	16.67%
Accounts Receivable	21,314.57	18,136.44	20,067.37	3,178.13	17.52%	1,247.20	6.22%
Property, Plant, & Equipment	456,241.85	456,241.85	438,357.10		0.00%	17,884.75	4.08%
Less: Accumulated Depreciation	(359,965.77)	(350,881.18)	(281,740.68)	(9,084.59)	2.59%	(78,225.09)	27.76%
Total Property Plant & Equipment	96,276.08	105,360.67	156,616.42	(9,084.59)	-8.62%	(60,340.34)	-38.53%
Cash Advances and Deposits	28,954.38	28,954.38	127,545.56		0.00%	(98,591.18)	-77.30%
Inventory	132,906.94	145,126.34	192,568.80	(12,219.40)	-8.42%	(59,661.86)	-30.98%
Prepaid Expenses	202,807.22	183,656.90	194,786.88	19,150.32	10.43%	8,020.34	4.12%
Due From Foundation Admin.	341,832.35	341,832.35	326,018.15		0.00%	15,814.20	4.85%
Due From Foundation Funds	62,365.04	62,020.04	48,237.00	345.00	0.56%	14,128.04	29.29%
Total Assets	1,895,911.73	1,759,750.28	1,817,022.08	136,161.45	7.74%	78,889.65	4.34%
Liabilities							
Accounts Payable	43,517.63	45,683.89	76,060.92	(2,166.26)	-4.74%	(32,543.29)	-42.79%
Salaries and Wages Payable	40,460.66	41,508.09	39,247.99	(1,047.43)	-2.52%	1,212.67	3.09%
Deferred Revenues	432.00	288.00	2,713.00	144.00	50.00%	(2,281.00)	-84.08%
Deferred Revenues - Annual Meeting	299,879.00	130,989.00	300,635.00	168,890.00	128.93%	(756.00)	-0.25%
Deferred Revenues-Subscriptions	54,117.50	52,893.00	47,599.00	1,224.50	2.32%	6,518.50	13.69%
Deferred Revenues - Memberships	468,467.76	461,899.32	442,519.47	6,568.44	1.42%	25,948.29	5.86%
Deferred Revenues-Education	18,959.50	52,218.50	19,040.00	(33,259.00)	-63.69%	(80.50)	-0.42%
Deferred Revenues-Sponsors	30,400.00	30,400.00	28,000.00		0.00%	2,400.00	8.57%
Deferred Revenues-Advertising	12,705.00	11,956.00	14,472.00	749.00	6.26%	(1,767.00)	-12.21%
Deferred Revenues-Exhibitors	81,000.00	76,500.00	68,400.00	4,500.00	5.88%	12,600.00	18.42%
Deferred Revenues-Consultants	1,229.70	1,440.61	1,267.00	(210.91)	-14.64%	(37.30)	-2.94%
Total Deferred Revenues	967,190.46	818,584.43	924,645.47	148,606.03	18.15%	42,544.99	4.60%
Due to Council-Directed Funds	13,045.92	12,745.92		300.00	2.35%	13,045.92	0.00%
Due To Foundation Funds	49,390.23	49,365.23	35,191.92	25.00	0.05%	14,198.31	40.35%
Deferred Rent	17,906.78	18,232.36	21,813.74	(325.58)	-1.79%	(3,906.96)	-17.91%
Total Liabilities	1,131,511.68	986,119.92	1,096,960.04	145,391.76	14.74%	34,551.64	3.15%
Net Assets							
Fund Balance	702,112.58	701,735.58	763,444.43	377.00	0.05%	(61,331.85)	-8.03%
Net Gain or Loss	62,287.47	71,894.78	(43,382.39)	(9,607.31)	-13.36%	105,669.86	-243.58%
Total Net Assets	764,400.05	773,630.36	720,062.04	(9,230.31)	-1.19%	44,338.01	6.16%
Total Liabilities and Net Assets	1,895,911.73	1,759,750.28	1,817,022.08	136,161.45	7.74%	78,889.65	4.34%

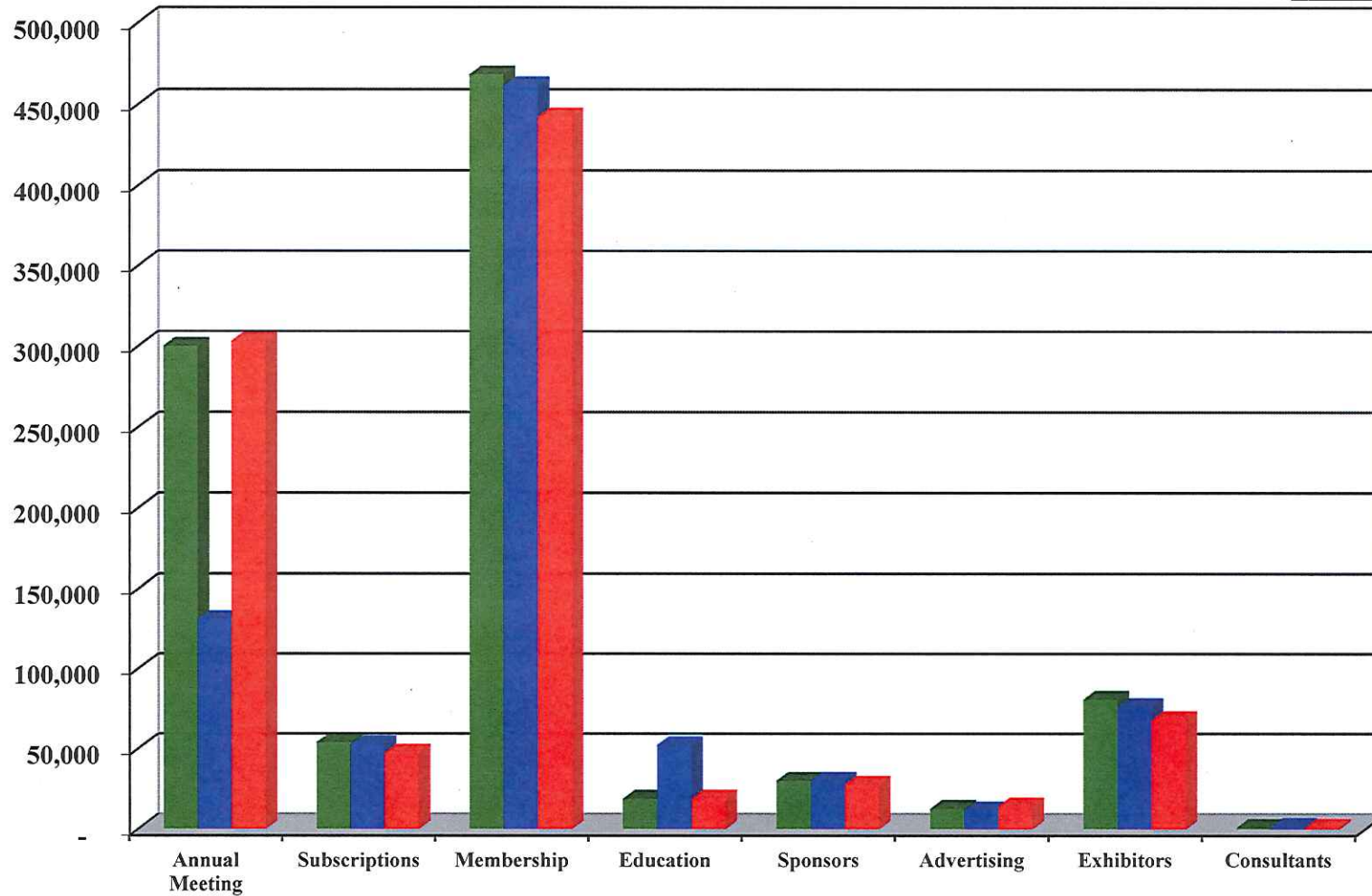
Asset Comparison



Liability Comparison



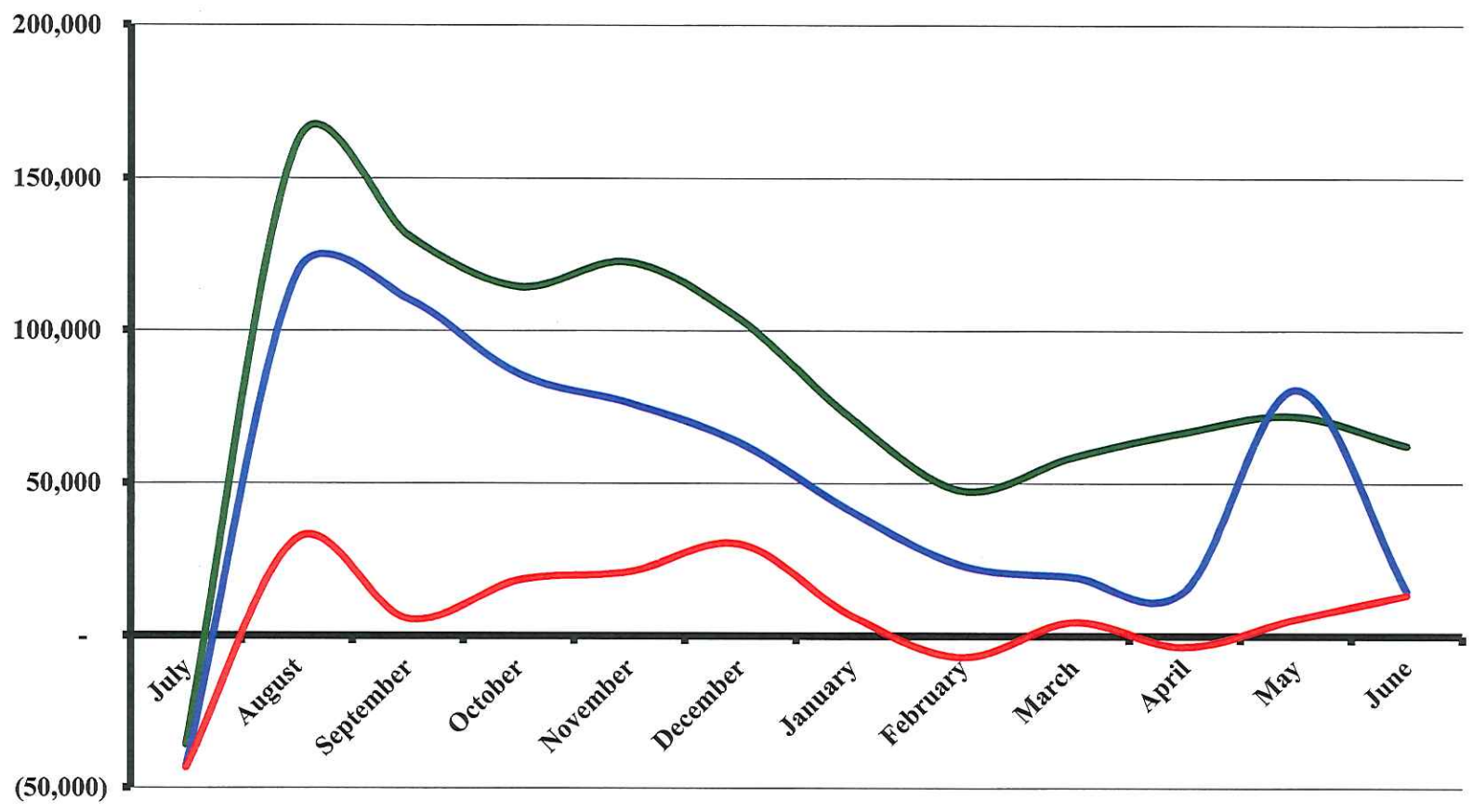
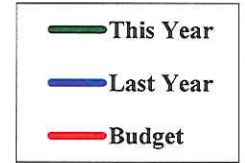
Deferred Revenues Comparison



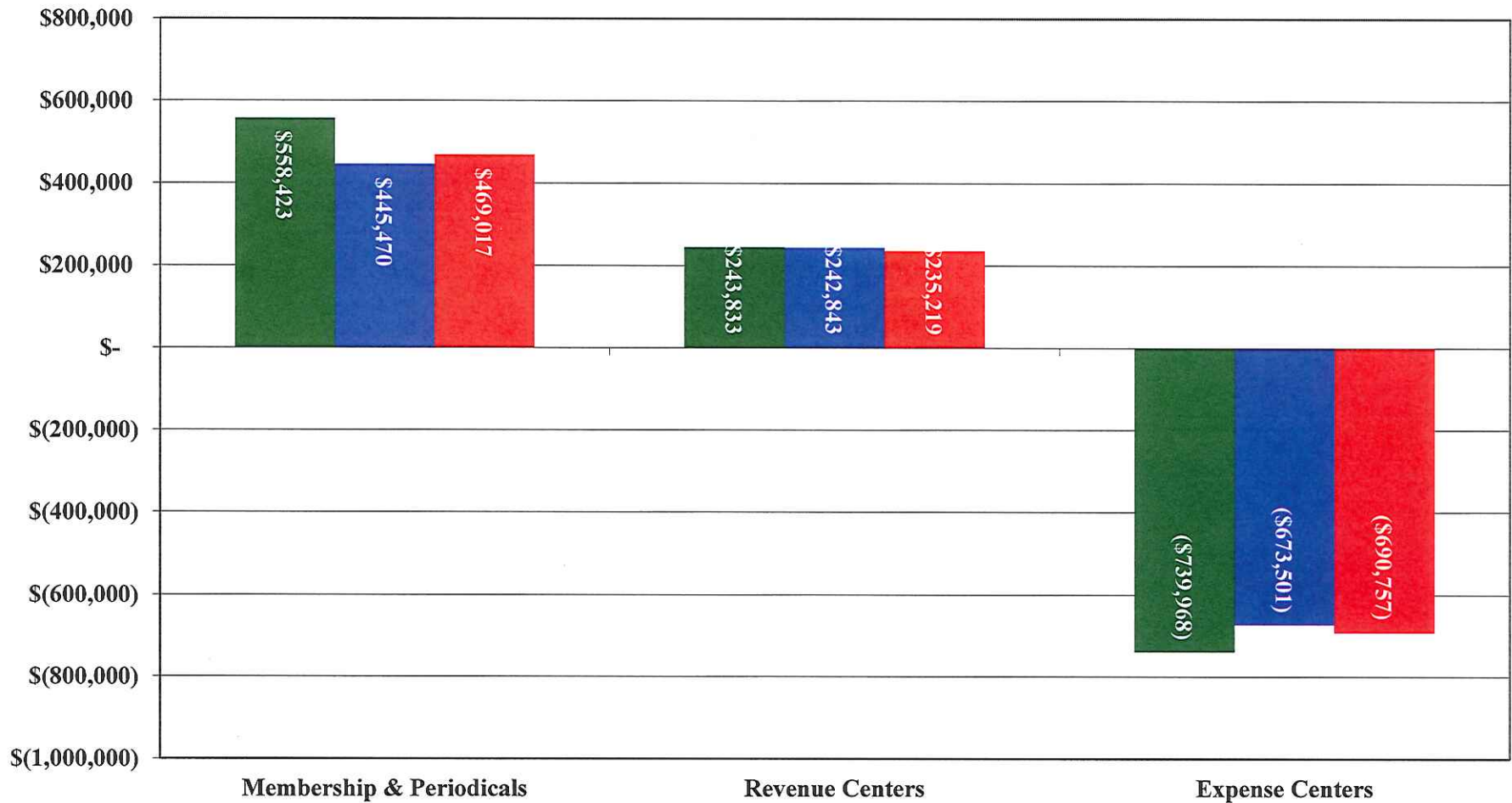
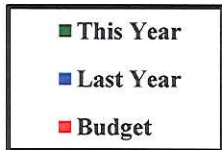
Society of American Archivists
SAA Net Gain Or Loss By Cost Center
For the Twelve Months Ending June 30, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	06/30/13	06/30/12	06/30/13	\$ Variance	% Variance	\$ Variance	% Variance
Operations							
Membership	\$709,130.35	\$630,980.37	\$670,142.03	\$78,149.98	12.39%	\$38,988.32	5.82%
Annual Meeting	117,122.88	101,883.05	76,698.95	15,239.83	14.96%	40,423.93	52.70%
Publications	(5,583.11)	54,052.80	82,384.42	(59,635.91)	(110.33%)	(87,967.53)	(106.78%)
Education	99,090.25	68,211.44	47,413.10	30,878.81	45.27%	51,677.15	108.99%
Career Services	33,202.49	18,696.03	28,722.37	14,506.46	77.59%	4,480.12	15.60%
American Archivist	(44,936.17)	(71,894.63)	(71,845.52)	26,958.46	(37.50%)	26,909.35	(37.45%)
Archival Outlook	(105,771.66)	(113,615.88)	(129,279.84)	7,844.22	(6.90%)	23,508.18	(18.18%)
General & Administrative	(517,606.90)	(453,083.70)	(474,811.03)	(64,523.20)	14.24%	(42,795.87)	9.01%
Advocacy	(55,216.86)	(75,601.21)	(77,164.14)	20,384.35	(26.96%)	21,947.28	(28.44%)
Governance	(167,143.80)	(144,815.83)	(138,781.52)	(22,327.97)	15.42%	(28,362.28)	20.44%
Total Net Gain/(Loss)	62,287.47	14,812.44	13,478.82	47,475.03	320.51%	48,808.65	362.11%

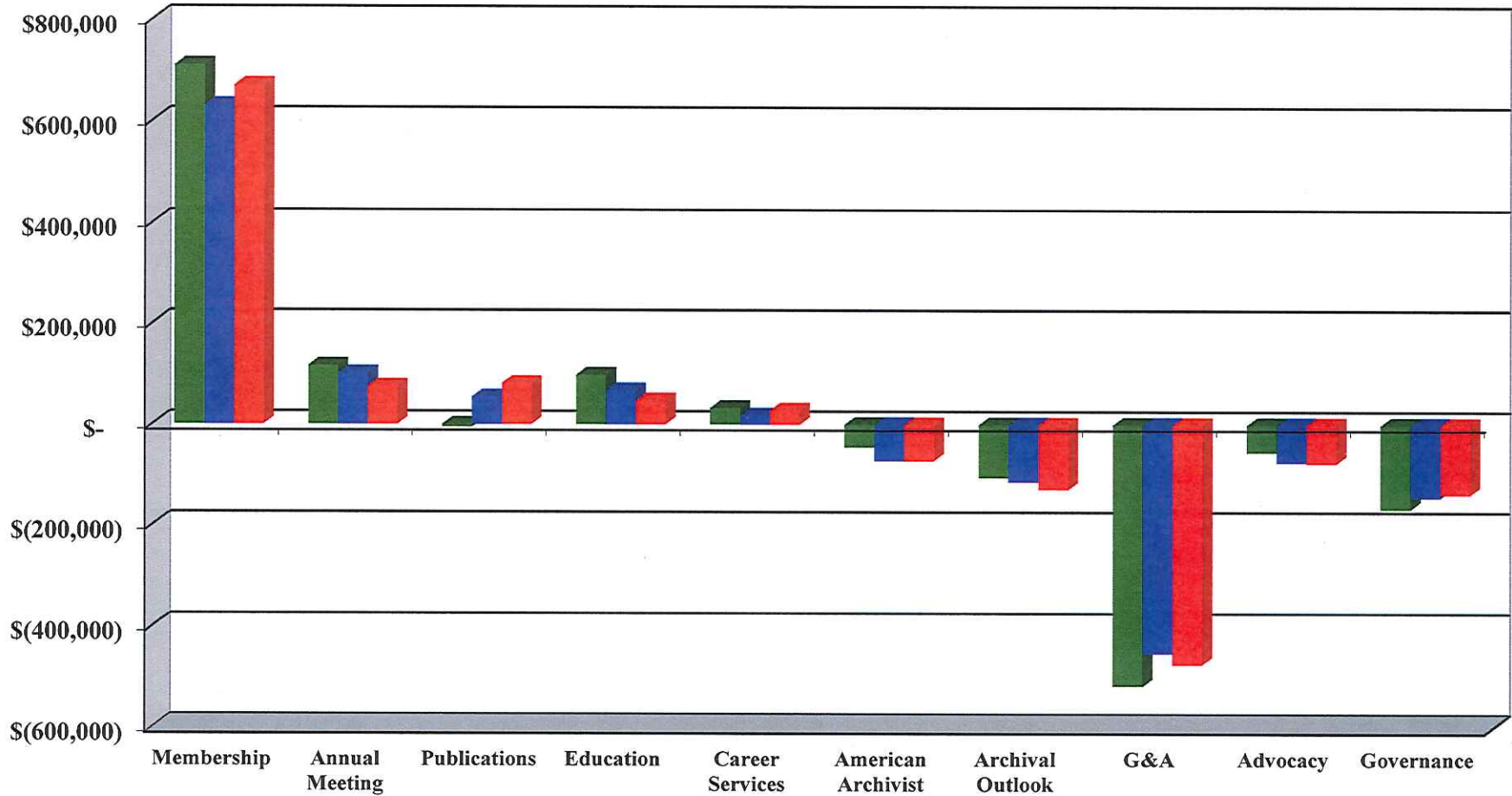
Operations Cumulative Net Gain/Loss



Net Gain Or Loss By Cost Center Group



Net Gain Or Loss By Cost Center

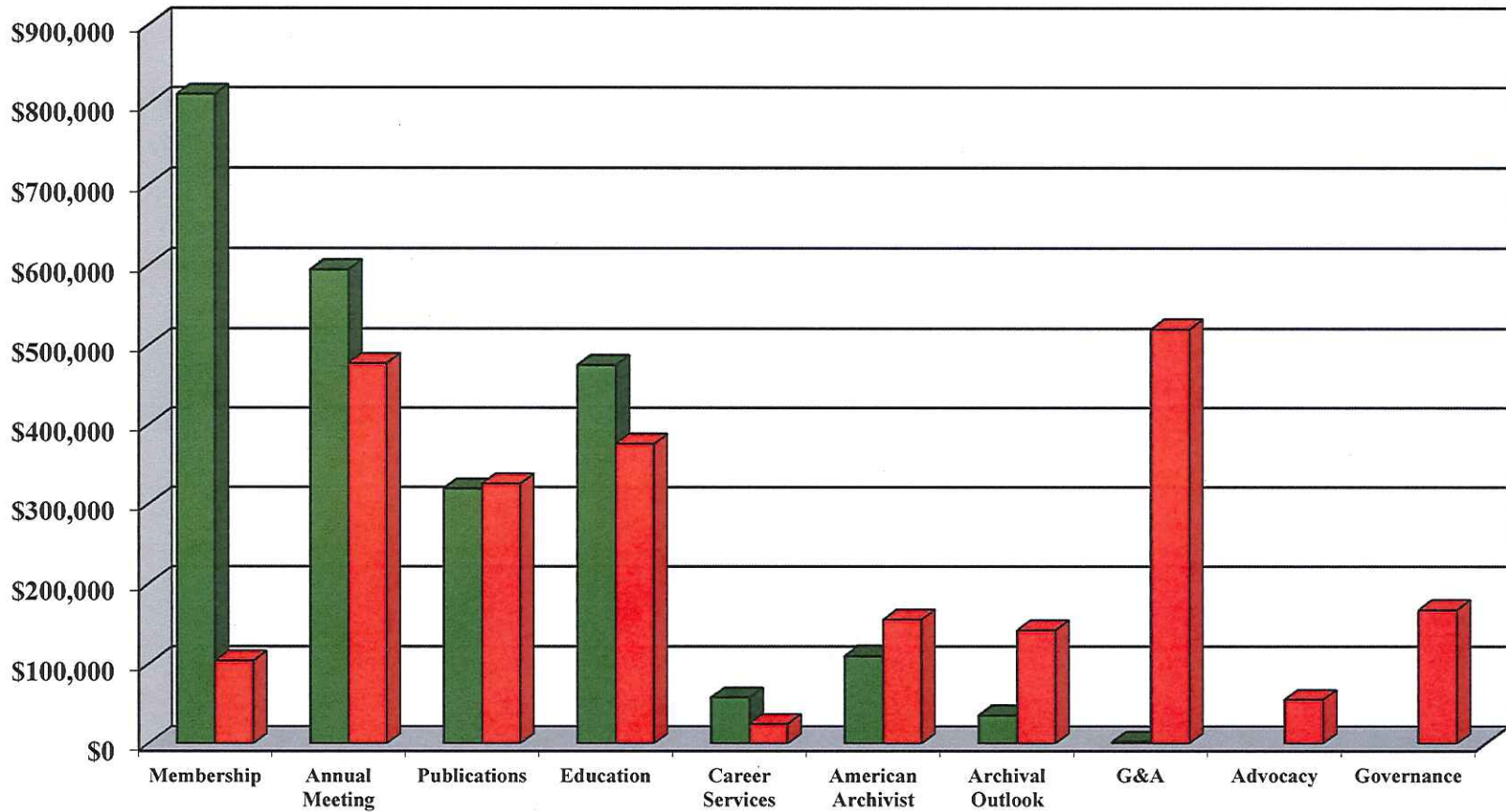


Society of American Archivists
Income Statement by Cost Center
For the Twelve Months Ending June 30, 2013

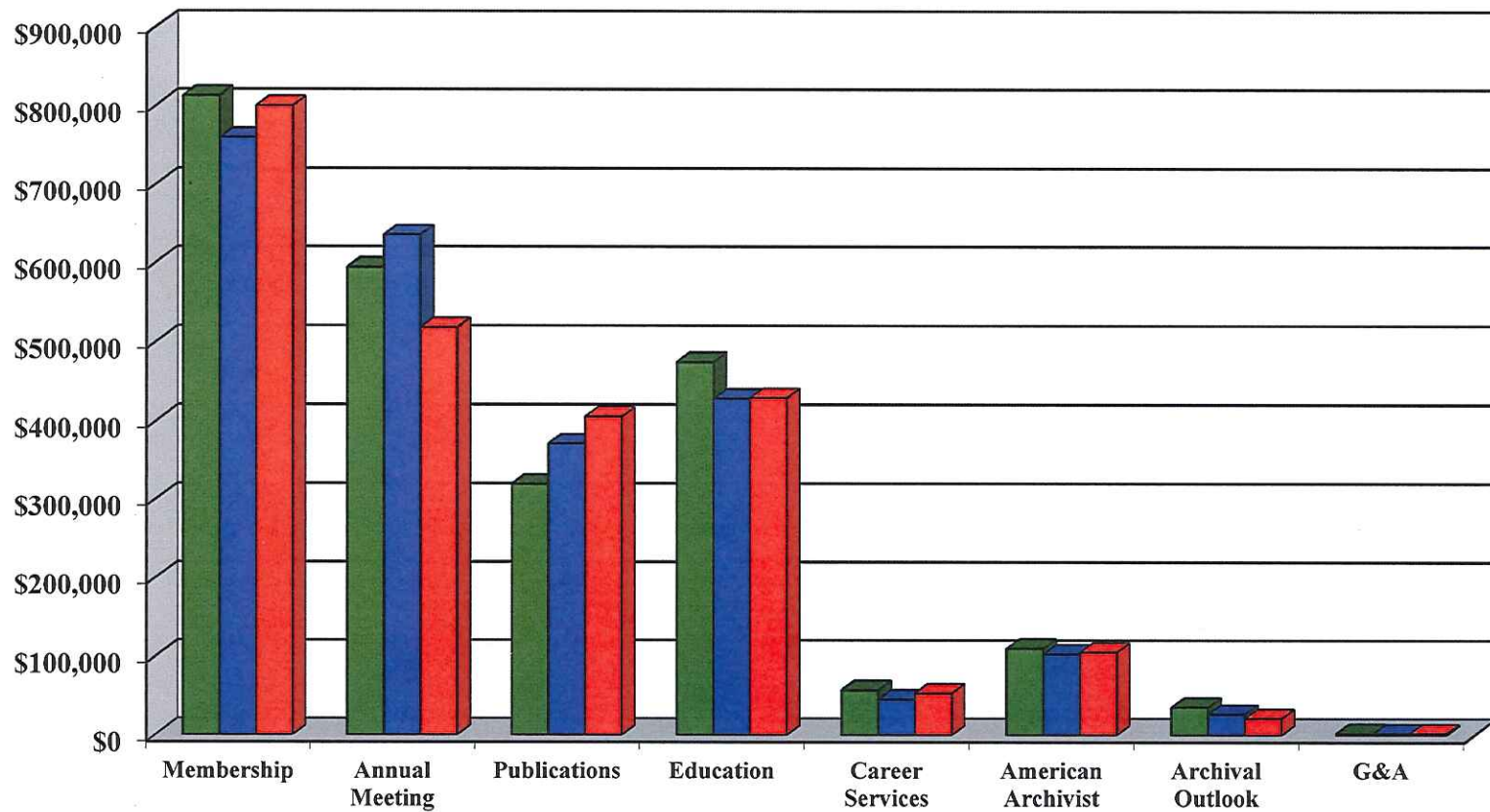
	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Revenues							
Membership	\$812,986.96	\$759,287.25	\$800,156.25	\$53,699.71	7.07%	\$12,830.71	1.60%
Annual Meeting	594,750.11	636,170.02	518,624.64	(41,419.91)	(6.51%)	76,125.47	14.68%
Publications	320,246.98	371,973.69	406,152.16	(51,726.71)	(13.91%)	(85,905.18)	(21.15%)
Education	475,074.35	428,466.95	429,279.04	46,607.40	10.88%	45,795.31	10.67%
Career Services	57,975.35	46,220.80	53,753.02	11,754.55	25.43%	4,222.33	7.86%
American Archivist	110,406.62	103,516.90	105,290.00	6,889.72	6.66%	5,116.62	4.86%
Archival Outlook	36,014.55	27,052.90	21,319.98	8,961.65	33.13%	14,694.57	68.92%
General & Administrative	2,427.35	1,855.03	1,980.00	572.32	30.85%	447.35	22.59%
Advocacy					0.00%		0.00%
Governance					0.00%		0.00%
Total Revenues	2,409,882.27	2,374,543.54	2,336,555.09	35,338.73	1.49%	73,327.18	3.14%
Expenses							
Membership	103,856.61	128,306.88	130,014.22	(24,450.27)	(19.06%)	(26,157.61)	(20.12%)
Annual Meeting	477,627.23	534,286.97	441,925.69	(56,659.74)	(10.60%)	35,701.54	8.08%
Publications	325,830.09	317,920.89	323,767.74	7,909.20	2.49%	2,062.35	0.64%
Education	375,984.10	360,255.51	381,865.94	15,728.59	4.37%	(5,881.84)	(1.54%)
Career Services	24,772.86	27,524.77	25,030.65	(2,751.91)	(10.00%)	(257.79)	(1.03%)
American Archivist	155,342.79	175,411.53	177,135.52	(20,068.74)	(11.44%)	(21,792.73)	(12.30%)
Archival Outlook	141,786.21	140,668.78	150,599.82	1,117.43	0.79%	(8,813.61)	(5.85%)
General & Administrative	520,034.25	454,938.73	476,791.03	65,095.52	14.31%	43,243.22	9.07%
Advocacy	55,216.86	75,601.21	77,164.14	(20,384.35)	(26.96%)	(21,947.28)	(28.44%)
Governance	167,143.80	144,815.83	138,781.52	22,327.97	15.42%	28,362.28	20.44%
Total Expenses	2,347,594.80	2,359,731.10	2,323,076.27	(12,136.30)	(0.51%)	24,518.53	1.06%
Total Net Gain/(Loss)	62,287.47	14,812.44	13,478.82	47,475.03	320.51%	48,808.65	362.11%

Cost Center Revenues vs. Expenses

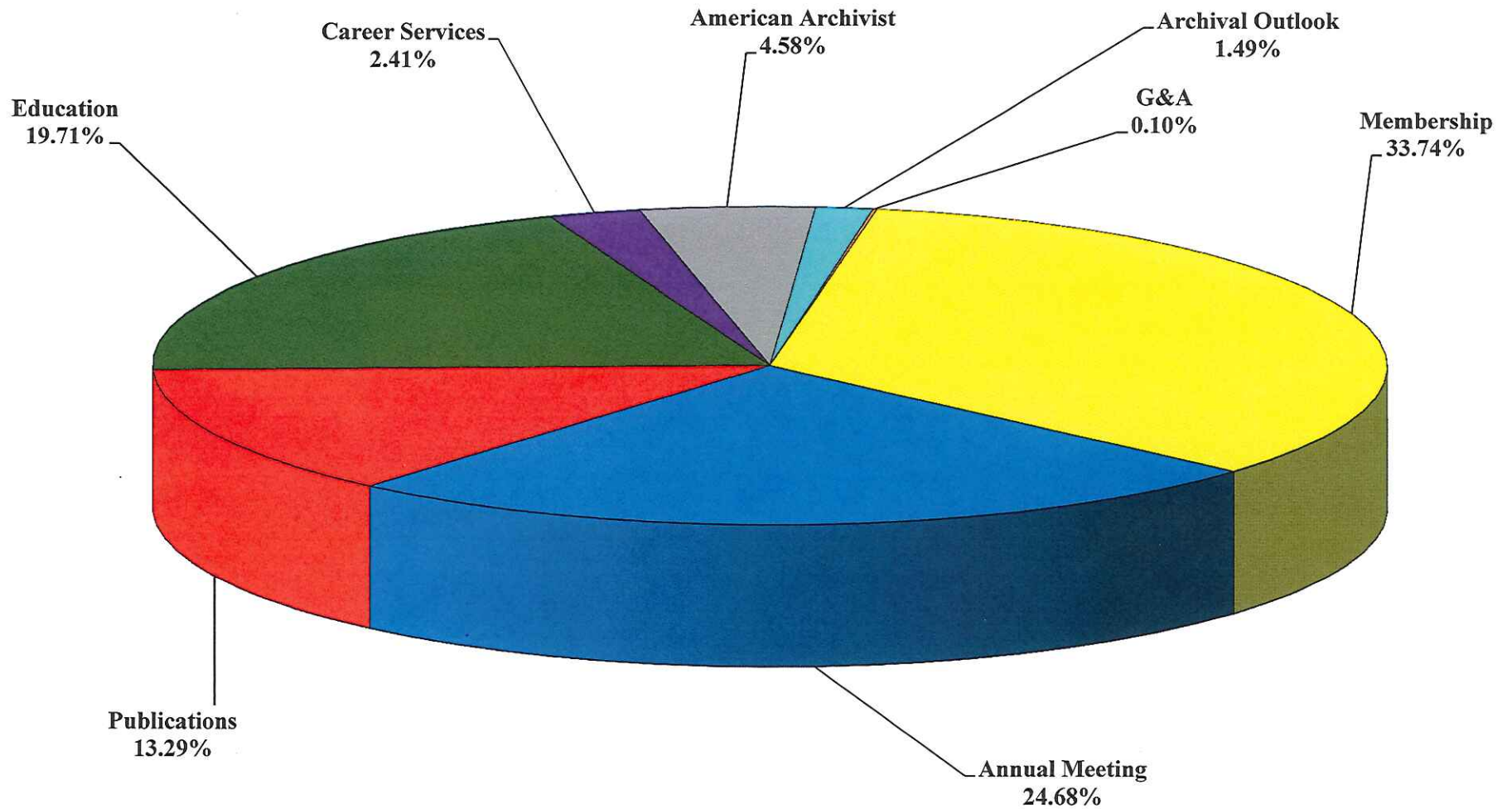
■ Revenues
■ Expenses



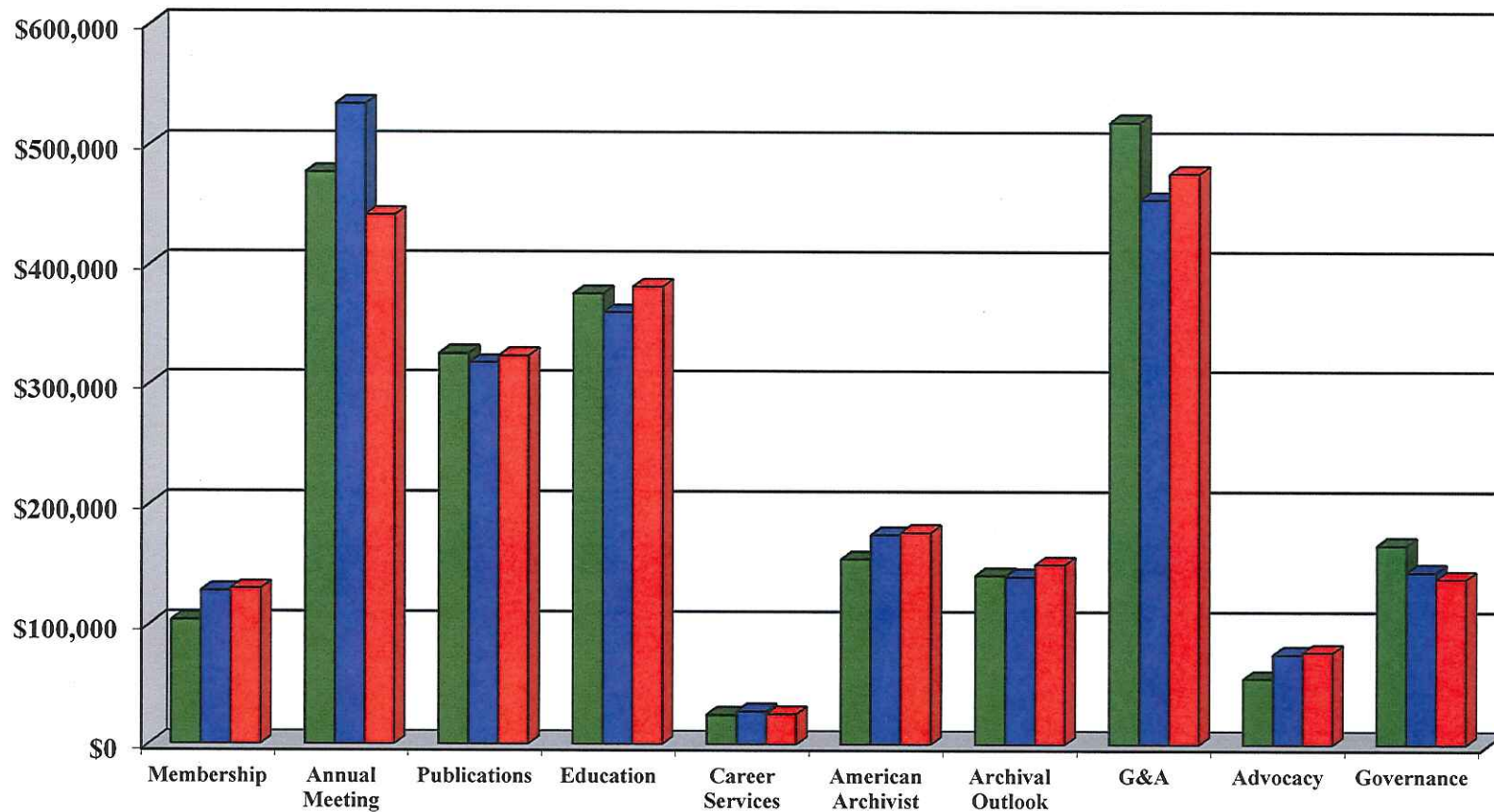
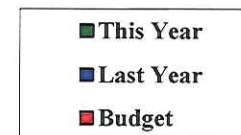
Revenues By Cost Center



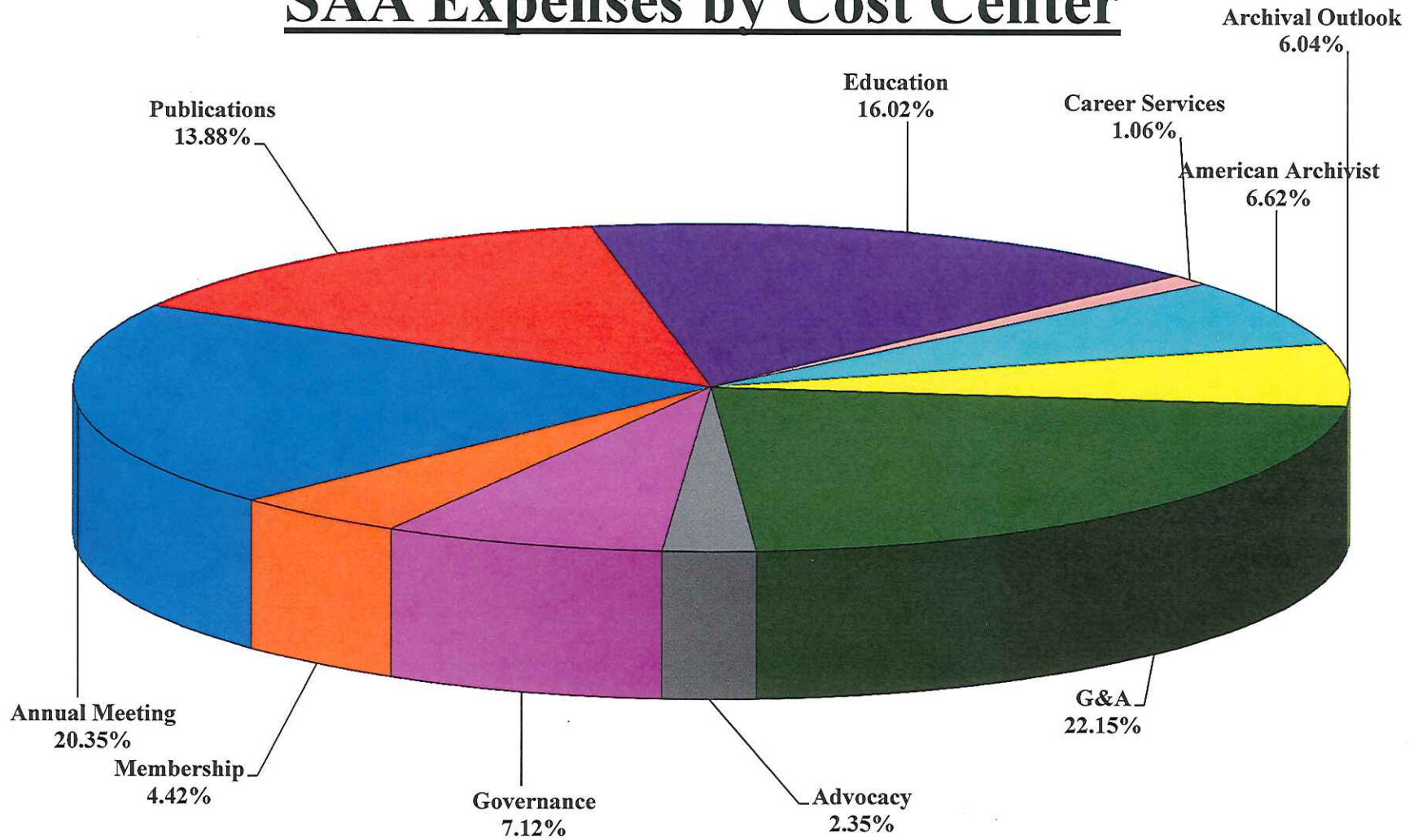
SAA Revenues by Cost Center



Expenses By Cost Center



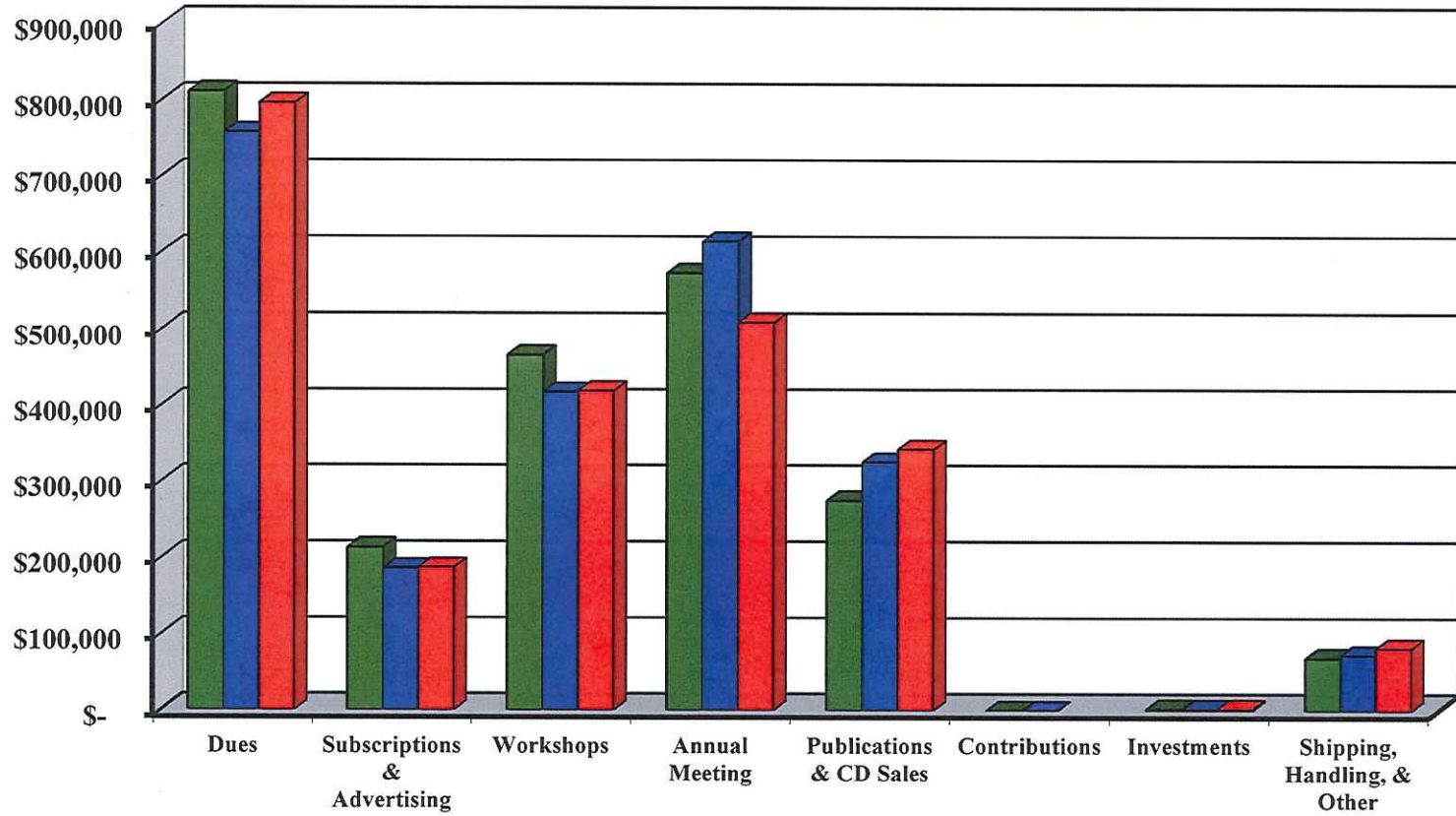
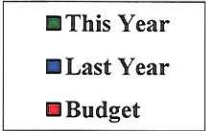
SAA Expenses by Cost Center



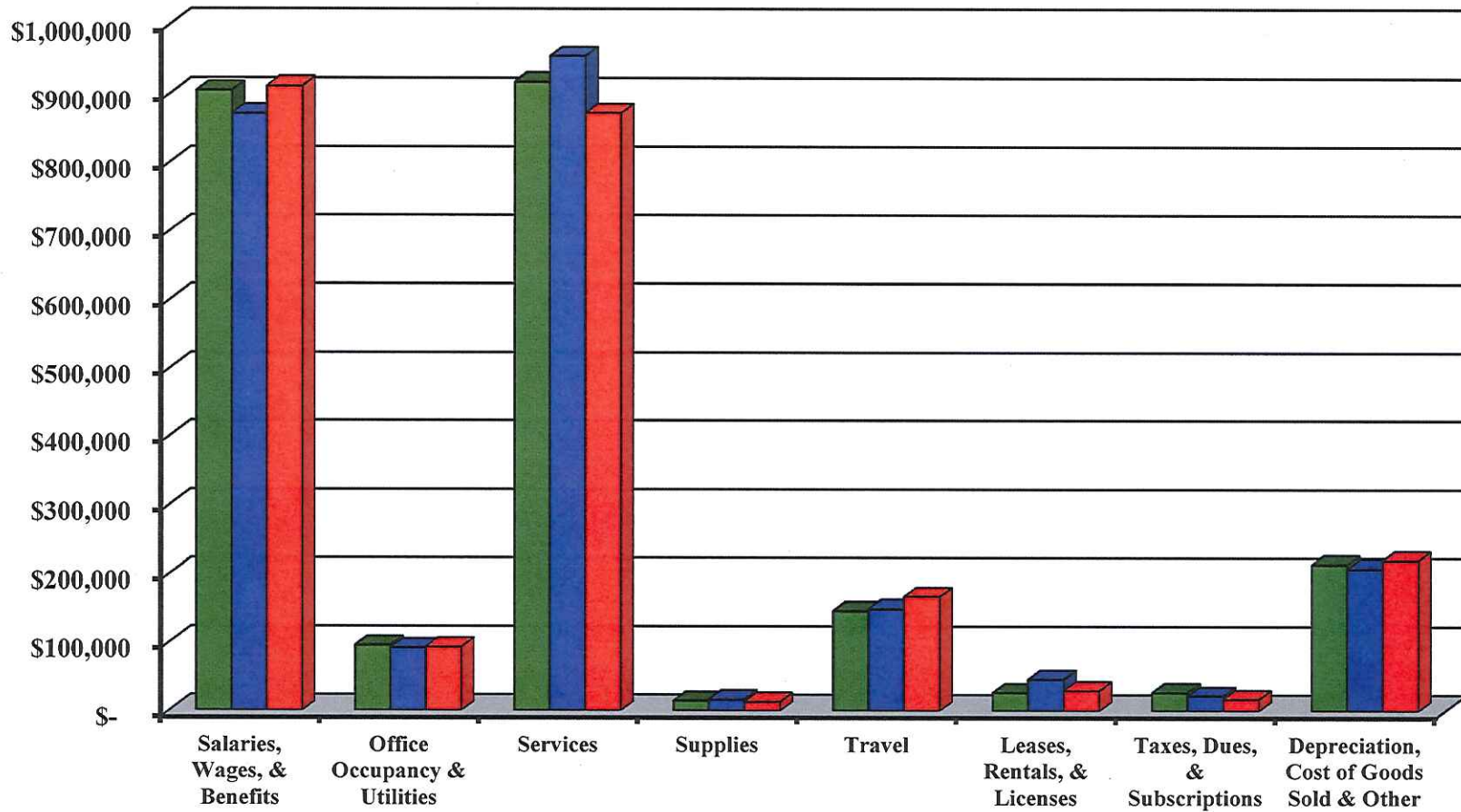
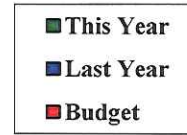
Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$811,183.76	\$757,508.05	\$796,156.25	\$53,675.71	7.09%	\$15,027.51	1.89%
Subscriptions & Advertising	213,512.90	186,243.95	187,193.06	27,268.95	14.64%	26,319.84	14.06%
Workshops	465,970.85	417,162.70	418,879.00	48,808.15	11.70%	47,091.85	11.24%
Annual Meeting	573,204.50	614,465.02	508,874.64	(41,260.52)	(6.71%)	64,329.86	12.64%
Publications & CD Sales	275,037.04	325,033.24	341,952.15	(49,996.20)	(15.38%)	(66,915.11)	(19.57%)
Contributions	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	2,159.61	1,469.19	1,980.00	690.42	46.99%	179.61	9.07%
Shipping, Handling, & Other	68,713.61	72,660.39	81,519.99	(3,946.78)	(5.43%)	(12,806.38)	(15.71%)
Total Income	2,409,882.27	2,374,543.54	2,336,555.09	35,338.73	1.49%	73,327.18	3.14%
Expenses							
Salaries, Wages, & Benefits	905,328.63	871,183.42	911,763.78	34,145.21	3.92%	(6,435.15)	(0.71%)
Office Occupancy & Utilities	95,719.47	91,824.24	92,973.67	3,895.23	4.24%	2,745.80	2.95%
Services	917,737.12	955,051.25	871,839.85	(37,314.13)	(3.91%)	45,897.27	5.26%
Supplies	14,734.72	16,618.48	13,005.91	(1,883.76)	(11.34%)	1,728.81	13.29%
Travel	146,143.99	149,048.36	167,217.00	(2,904.37)	(1.95%)	(21,073.01)	(12.60%)
Leases, Rentals, & Licenses	26,669.84	46,082.36	29,567.45	(19,412.52)	(42.13%)	(2,897.61)	(9.80%)
Taxes, Dues, & Subscriptions	27,123.50	21,895.21	16,898.00	5,228.29	23.88%	10,225.50	60.51%
Depreciation, Cost of Goods Sold & Other	214,137.53	208,027.78	219,810.61	6,109.75	2.94%	(5,673.08)	(2.58%)
Total Expenses	2,347,594.80	2,359,731.10	2,323,076.27	(12,136.30)	(0.51%)	24,518.53	1.06%
Net Gain or (Loss)	62,287.47	14,812.44	13,478.82	47,475.03	320.51%	48,808.65	362.11%

Operations Revenue Comparison



Operations Expense Comparison



Society of American Archivists
Membership and Periodicals
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$811,183.76	\$757,508.05	\$796,156.25	\$53,675.71	7.09%	\$15,027.51	1.89%
Subscriptions & Advertising	137,725.05	121,306.90	119,340.00	16,418.15	13.53%	18,385.05	15.41%
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>10,499.32</u>	<u>11,042.10</u>	<u>11,269.98</u>	<u>(542.78)</u>	<u>(4.92%)</u>	<u>(770.66)</u>	<u>(6.84%)</u>
Total Income	<u><u>959,408.13</u></u>	<u><u>889,857.05</u></u>	<u><u>926,766.23</u></u>	<u><u>69,551.08</u></u>	<u><u>7.82%</u></u>	<u><u>32,641.90</u></u>	<u><u>3.52%</u></u>
Expenses							
Salaries, Wages, & Benefits	174,332.84	182,403.31	195,729.11	(8,070.47)	(4.42%)	(21,396.27)	(10.93%)
Office Occupancy & Utilities	18,169.48	18,930.16	20,008.05	(760.68)	(4.02%)	(1,838.57)	(9.19%)
Services	195,669.03	221,107.10	210,471.62	(25,438.07)	(11.50%)	(14,802.59)	(7.03%)
Supplies	3,199.42	2,948.51	4,507.49	250.91	8.51%	(1,308.07)	(29.02%)
Travel	1,696.27	4,923.18	10,205.00	(3,226.91)	(65.55%)	(8,508.73)	(83.38%)
Leases, Rentals, & Licenses	3,248.02	3,428.22	5,838.29	(180.20)	(5.26%)	(2,590.27)	(44.37%)
Taxes, Dues, & Subscriptions	495.00	495.00	490.00		0.00%	5.00	1.02%
Depreciation, Cost of Goods Sold & Other	<u>4,175.55</u>	<u>10,151.71</u>	<u>10,500.00</u>	<u>(5,976.16)</u>	<u>(58.87%)</u>	<u>(6,324.45)</u>	<u>(60.23%)</u>
Total Expenses	<u><u>400,985.61</u></u>	<u><u>444,387.19</u></u>	<u><u>457,749.56</u></u>	<u><u>(43,401.58)</u></u>	<u><u>(9.77%)</u></u>	<u><u>(56,763.95)</u></u>	<u><u>(12.40%)</u></u>
Net Gain or (Loss)	<u><u>558,422.52</u></u>	<u><u>445,469.86</u></u>	<u><u>469,016.67</u></u>	<u><u>112,952.66</u></u>	<u><u>25.36%</u></u>	<u><u>89,405.85</u></u>	<u><u>19.06%</u></u>

Society of American Archivists
Membership
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$811,183.76	\$757,508.05	\$796,156.25	\$53,675.71	7.09%	\$15,027.51	1.89%
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	<u>1,803.20</u>	<u>1,779.20</u>	<u>4,000.00</u>	<u>24.00</u>	<u>1.35%</u>	<u>(2,196.80)</u>	<u>(54.92%)</u>
Total Income	<u><u>812,986.96</u></u>	<u><u>759,287.25</u></u>	<u><u>800,156.25</u></u>	<u><u>53,699.71</u></u>	<u><u>7.07%</u></u>	<u><u>12,830.71</u></u>	<u><u>1.60%</u></u>
Expenses							
Salaries, Wages, & Benefits	78,866.16	91,449.83	94,039.15	(12,583.67)	(13.76%)	(15,172.99)	(16.13%)
Office Occupancy & Utilities	8,317.00	9,521.53	9,648.08	(1,204.53)	(12.65%)	(1,331.08)	(13.80%)
Services	7,067.00	12,765.91	8,479.67	(5,698.91)	(44.64%)	(1,412.67)	(16.66%)
Supplies	2,564.73	1,905.47	2,832.41	659.26	34.60%	(267.68)	(9.45%)
Travel	1,597.27	889.49	1,725.00	707.78	79.57%	(127.73)	(7.40%)
Leases, Rentals, & Licenses	1,468.90	1,622.94	2,544.91	(154.04)	(9.49%)	(1,076.01)	(42.28%)
Taxes, Dues, & Subscriptions			245.00		0.00%	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	<u>3,975.55</u>	<u>10,151.71</u>	<u>10,500.00</u>	<u>(6,176.16)</u>	<u>(60.84%)</u>	<u>(6,524.45)</u>	<u>(62.14%)</u>
Total Expenses	<u><u>103,856.61</u></u>	<u><u>128,306.88</u></u>	<u><u>130,014.22</u></u>	<u><u>(24,450.27)</u></u>	<u><u>(19.06%)</u></u>	<u><u>(26,157.61)</u></u>	<u><u>(20.12%)</u></u>
Net Gain or (Loss)	<u><u>709,130.35</u></u>	<u><u>630,980.37</u></u>	<u><u>670,142.03</u></u>	<u><u>78,149.98</u></u>	<u><u>12.39%</u></u>	<u><u>38,988.32</u></u>	<u><u>5.82%</u></u>

Society of American Archivists
 Periodicals (AA & AO)
 For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	137,725.05	121,306.90	119,340.00	16,418.15	13.53%	18,385.05	15.41%
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>8,696.12</u>	<u>9,262.90</u>	<u>7,269.98</u>	<u>(566.78)</u>	<u>(6.12%)</u>	<u>1,426.14</u>	<u>19.62%</u>
Total Income	<u><u>146,421.17</u></u>	<u><u>130,569.80</u></u>	<u><u>126,609.98</u></u>	<u><u>15,851.37</u></u>	<u><u>12.14%</u></u>	<u><u>19,811.19</u></u>	<u><u>15.65%</u></u>
Expenses							
Salaries, Wages, & Benefits	95,466.68	90,953.48	101,689.96	4,513.20	4.96%	(6,223.28)	(6.12%)
Office Occupancy & Utilities	9,852.48	9,408.63	10,359.97	443.85	4.72%	(507.49)	(4.90%)
Services	188,602.03	208,341.19	201,991.95	(19,739.16)	(9.47%)	(13,389.92)	(6.63%)
Supplies	634.69	1,043.04	1,675.08	(408.35)	(39.15%)	(1,040.39)	(62.11%)
Travel	99.00	4,033.69	8,480.00	(3,934.69)	(97.55%)	(8,381.00)	(98.83%)
Leases, Rentals, & Licenses	1,779.12	1,805.28	3,293.38	(26.16)	(1.45%)	(1,514.26)	(45.98%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other	<u>200.00</u>			<u>200.00</u>	<u>0.00%</u>	<u>200.00</u>	<u>0.00%</u>
Total Expenses	<u><u>297,129.00</u></u>	<u><u>316,080.31</u></u>	<u><u>327,735.34</u></u>	<u><u>(18,951.31)</u></u>	<u><u>(6.00%)</u></u>	<u><u>(30,606.34)</u></u>	<u><u>(9.34%)</u></u>
Net Gain or (Loss)	<u><u>(150,707.83)</u></u>	<u><u>(185,510.51)</u></u>	<u><u>(201,125.36)</u></u>	<u><u>34,802.68</u></u>	<u><u>(18.76%)</u></u>	<u><u>50,417.53</u></u>	<u><u>(25.07%)</u></u>

Society of American Archivists
American Archivist
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	104,297.50	97,734.00	99,840.00	6,563.50	6.72%	4,457.50	4.46%
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>6,109.12</u>	<u>5,782.90</u>	<u>5,450.00</u>	<u>326.22</u>	<u>5.64%</u>	<u>659.12</u>	<u>12.09%</u>
Total Income	<u><u>110,406.62</u></u>	<u><u>103,516.90</u></u>	<u><u>105,290.00</u></u>	<u><u>6,889.72</u></u>	<u><u>6.66%</u></u>	<u><u>5,116.62</u></u>	<u><u>4.86%</u></u>
Expenses							
Salaries, Wages, & Benefits	38,277.70	39,069.27	41,457.58	(791.57)	(2.03%)	(3,179.88)	(7.67%)
Office Occupancy & Utilities	3,941.48	4,044.38	4,225.68	(102.90)	(2.54%)	(284.20)	(6.73%)
Services	112,150.79	127,005.83	120,029.13	(14,855.04)	(11.70%)	(7,878.34)	(6.56%)
Supplies	258.58	471.38	1,278.30	(212.80)	(45.14%)	(1,019.72)	(79.77%)
Travel		3,934.69	8,480.00	(3,934.69)	(100.00%)	(8,480.00)	(100.00%)
Leases, Rentals, & Licenses	714.24	885.98	1,664.83	(171.74)	(19.38%)	(950.59)	(57.10%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u><u>155,342.79</u></u>	<u><u>175,411.53</u></u>	<u><u>177,135.52</u></u>	<u><u>(20,068.74)</u></u>	<u><u>(11.44%)</u></u>	<u><u>(21,792.73)</u></u>	<u><u>(12.30%)</u></u>
Net Gain or (Loss)	<u><u>(44,936.17)</u></u>	<u><u>(71,894.63)</u></u>	<u><u>(71,845.52)</u></u>	<u><u>26,958.46</u></u>	<u><u>(37.50%)</u></u>	<u><u>26,909.35</u></u>	<u><u>(37.45%)</u></u>

Society of American Archivists
Archival Outlook
For the Twelve Months Ending June 30, 2013

	<u>Year-To-Date 06/30/13</u>	<u>Year-To-Date 06/30/12</u>	<u>Budget 06/30/13</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>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	33,427.55	23,572.90	19,500.00	9,854.65	41.80%	13,927.55	71.42%
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>2,587.00</u>	<u>3,480.00</u>	<u>1,819.98</u>	<u>(893.00)</u>	<u>(25.66%)</u>	<u>767.02</u>	<u>42.14%</u>
Total Income	<u><u>36,014.55</u></u>	<u><u>27,052.90</u></u>	<u><u>21,319.98</u></u>	<u><u>8,961.65</u></u>	<u><u>33.13%</u></u>	<u><u>14,694.57</u></u>	<u><u>68.92%</u></u>
Expenses							
Salaries, Wages, & Benefits	57,188.98	51,884.21	60,232.38	5,304.77	10.22%	(3,043.40)	(5.05%)
Office Occupancy & Utilities	5,911.00	5,364.25	6,134.29	546.75	10.19%	(223.29)	(3.64%)
Services	76,451.24	81,335.36	81,962.82	(4,884.12)	(6.00%)	(5,511.58)	(6.72%)
Supplies	376.11	571.66	396.78	(195.55)	(34.21%)	(20.67)	(5.21%)
Travel	99.00	99.00			0.00%	99.00	0.00%
Leases, Rentals, & Licenses	1,064.88	919.30	1,628.55	145.58	15.84%	(563.67)	(34.61%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other	<u>200.00</u>			<u>200.00</u>	<u>0.00%</u>	<u>200.00</u>	<u>0.00%</u>
Total Expenses	<u><u>141,786.21</u></u>	<u><u>140,668.78</u></u>	<u><u>150,599.82</u></u>	<u><u>1,117.43</u></u>	<u><u>0.79%</u></u>	<u><u>(8,813.61)</u></u>	<u><u>(5.85%)</u></u>
Net Gain or (Loss)	<u><u>(105,771.66)</u></u>	<u><u>(113,615.88)</u></u>	<u><u>(129,279.84)</u></u>	<u><u>7,844.22</u></u>	<u><u>(6.90%)</u></u>	<u><u>23,508.18</u></u>	<u><u>(18.18%)</u></u>

Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	75,787.85	64,937.05	67,853.06	10,850.80	16.71%	7,934.79	11.69%
Workshops	465,970.85	417,162.70	418,879.00	48,808.15	11.70%	47,091.85	11.24%
Annual Meeting	573,204.50	614,465.02	508,874.64	(41,260.52)	(6.71%)	64,329.86	12.64%
Publications & CD Sales	275,037.04	325,033.24	341,952.15	(49,996.20)	(15.38%)	(66,915.11)	(19.57%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	58,046.55	61,233.45	70,250.01	(3,186.90)	(5.20%)	(12,203.46)	(17.37%)
Total Income	1,448,046.79	1,482,831.46	1,407,808.86	(34,784.67)	(2.35%)	40,237.93	2.86%
Expenses							
Salaries, Wages, & Benefits	369,069.55	333,300.84	360,137.18	35,768.71	10.73%	8,932.37	2.48%
Office Occupancy & Utilities	37,817.54	35,749.74	36,709.73	2,067.80	5.78%	1,107.81	3.02%
Services	560,030.93	572,011.72	510,064.89	(11,980.79)	(2.09%)	49,966.04	9.80%
Supplies	7,176.09	7,566.61	5,453.24	(390.52)	(5.16%)	1,722.85	31.59%
Travel	103,571.47	116,571.80	120,598.00	(13,000.33)	(11.15%)	(17,026.53)	(14.12%)
Leases, Rentals, & Licenses	14,053.64	34,430.33	15,638.31	(20,376.69)	(59.18%)	(1,584.67)	(10.13%)
Taxes, Dues, & Subscriptions	2,465.40	2,878.00	245.00	(412.60)	(14.34%)	2,220.40	906.29%
Depreciation, Cost of Goods Sold & Other	110,029.66	137,479.10	123,743.67	(27,449.44)	(19.97%)	(13,714.01)	(11.08%)
Total Expenses	1,204,214.28	1,239,988.14	1,172,590.02	(35,773.86)	(2.89%)	31,624.26	2.70%
Net Gain or (Loss)	243,832.51	242,843.32	235,218.84	989.19	0.41%	8,613.67	3.66%

Society of American Archivists
Annual Meeting
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
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%
Total Income	594,750.11	636,170.02	518,624.64	(41,419.91)	(6.51%)	76,125.47	14.68%
Expenses							
Salaries, Wages, & Benefits	137,638.87	124,507.91	128,236.27	13,130.96	10.55%	9,402.60	7.33%
Office Occupancy & Utilities	13,585.97	12,773.48	13,082.35	812.49	6.36%	503.62	3.85%
Services	319,784.43	325,532.48	270,839.20	(5,748.05)	(1.77%)	48,945.23	18.07%
Supplies	1,910.02	2,486.69	2,600.34	(576.67)	(23.19%)	(690.32)	(26.55%)
Travel	15,971.88	29,584.71	13,110.00	(13,612.83)	(46.01%)	2,861.88	21.83%
Leases, Rentals, & Licenses	2,576.26	24,356.14	4,574.00	(21,779.88)	(89.42%)	(1,997.74)	(43.68%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(13,840.20)	15,045.56	9,483.53	(28,885.76)	(191.99%)	(23,323.73)	(245.94%)
Total Expenses	477,627.23	534,286.97	441,925.69	(56,659.74)	(10.60%)	35,701.54	8.08%
Net Gain or (Loss)	117,122.88	101,883.05	76,698.95	15,239.83	14.96%	40,423.93	52.70%

Society of American Archivists
Annual Meeting - Chicago 2011
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
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%
Total Income		636,170.02		(636,170.02)	(100.00%)		0.00%
Expenses							
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%
Total Expenses		534,286.97		(534,286.97)	(100.00%)		0.00%
Net Gain or (Loss)		101,883.05		(101,883.05)	(100.00%)		0.00%

Society of American Archivists
Annual Meeting - San Diego 2012
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
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	<u>9,845.61</u>		<u>1,250.00</u>	<u>9,845.61</u>	<u>0.00%</u>	<u>8,595.61</u>	<u>687.65%</u>
Total Income	<u>594,750.11</u>		<u>518,624.64</u>	<u>594,750.11</u>	<u>0.00%</u>	<u>76,125.47</u>	<u>14.68%</u>
Expenses							
Salaries, Wages, & Benefits	54,564.81	75,132.60	52,322.91	(20,567.79)	(27.38%)	2,241.90	4.28%
Office Occupancy & Utilities	5,113.79	7,869.28	5,346.12	(2,755.49)	(35.02%)	(232.33)	(4.35%)
Services	257,896.12	58,754.03	218,251.15	199,142.09	338.94%	39,644.97	18.16%
Supplies	1,395.40	707.36	2,174.18	688.04	97.27%	(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	1,461.54	2,530.63	(353.27)	(24.17%)	(1,422.36)	(56.21%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	<u>154,637.47</u>	<u>(152,418.90)</u>	<u>157,605.60</u>	<u>307,056.37</u>	<u>(201.46%)</u>	<u>(2,968.13)</u>	<u>(1.88%)</u>
Total Expenses	<u>477,627.23</u>	<u></u>	<u>441,925.59</u>	<u>477,627.23</u>	<u>0.00%</u>	<u>35,701.64</u>	<u>8.08%</u>
Net Gain or (Loss)	<u>117,122.88</u>	<u></u>	<u>76,699.05</u>	<u>117,122.88</u>	<u>0.00%</u>	<u>40,423.83</u>	<u>52.70%</u>

Society of American Archivists
Annual Meeting - New Orleans 2013
For the Twelve Months Ending June 30, 2013

	<u>Year-To-Date</u> <u>06/30/13</u>	<u>Year-To-Date</u> <u>06/30/12</u>	<u>Budget</u> <u>06/30/13</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>
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	83,074.06	522.48	75,366.31	82,551.58	15,799.95%	7,707.75	10.23%
Office Occupancy & Utilities	8,464.46	54.82	7,680.33	8,409.64	15,340.46%	784.13	10.21%
Services	57,313.58	30.86	48,712.04	57,282.72	185,621.26%	8,601.54	17.66%
Supplies	514.62	5.37	423.60	509.25	9,483.24%	91.02	21.49%
Travel	13,060.51	669.83	9,415.00	12,390.68	1,849.82%	3,645.51	38.72%
Leases, Rentals, & Licenses	1,467.99	8.99	2,028.69	1,459.00	16,229.14%	(560.70)	(27.64%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(163,895.22)	(1,292.35)	(143,625.90)	(162,602.87)	12,581.95%	(20,269.32)	14.11%
Total Expenses			0.07		0.00%	(0.07)	(100.00%)
Net Gain or (Loss)			(0.07)		0.00%	0.07	(100.00%)

Society of American Archivists
Annual Meeting - Washington 2014
For the Twelve Months Ending June 30, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	06/30/13	06/30/12	06/30/13	\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits			547.05		0.00%	(547.05)	(100.00%)
Office Occupancy & Utilities	5.31		55.90	5.31	0.00%	(50.59)	(90.50%)
Services	4,572.33		3,876.01	4,572.33	0.00%	696.32	17.96%
Supplies			2.56		0.00%	(2.56)	(100.00%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses			14.68		0.00%	(14.68)	(100.00%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(4,577.64)		(4,496.17)	(4,577.64)	0.00%	(81.47)	1.81%
Total Expenses			0.03		0.00%	(0.03)	(100.00%)
Net Gain or (Loss)			(0.03)		0.00%	0.03	(100.00%)

Society of American Archivists
Annual Meeting - Cleveland 2015
For the Twelve Months Ending June 30, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	06/30/13	06/30/12	06/30/13	\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities	2.41			2.41	0.00%	2.41	0.00%
Services	2.40			2.40	0.00%	2.40	0.00%
Supplies					0.00%		0.00%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(4.81)			(4.81)	0.00%	(4.81)	0.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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	272,540.04	320,160.24	337,152.15	(47,620.20)	(14.87%)	(64,612.11)	(19.16%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	47,706.94	51,813.45	69,000.01	(4,106.51)	(7.93%)	(21,293.07)	(30.86%)
Total Income	320,246.98	371,973.69	406,152.16	(51,726.71)	(13.91%)	(85,905.18)	(21.15%)
Expenses							
Salaries, Wages, & Benefits	78,988.81	67,882.72	83,141.37	11,106.09	16.36%	(4,152.56)	(4.99%)
Office Occupancy & Utilities	9,468.35	8,123.54	8,469.81	1,344.81	16.55%	998.54	11.79%
Services	91,557.93	106,900.68	101,754.80	(15,342.75)	(14.35%)	(10,196.87)	(10.02%)
Supplies	3,569.30	908.60	551.71	2,660.70	292.84%	3,017.59	546.95%
Travel	10,468.26	6,145.76	11,450.00	4,322.50	70.33%	(981.74)	(8.57%)
Leases, Rentals, & Licenses	6,501.81	4,621.70	5,489.91	1,880.11	40.68%	1,011.90	18.43%
Taxes, Dues, & Subscriptions	2,465.40	2,878.00		(412.60)	(14.34%)	2,465.40	0.00%
Depreciation, Cost of Goods Sold & Other	122,810.23	120,459.89	112,910.14	2,350.34	1.95%	9,900.09	8.77%
Total Expenses	325,830.09	317,920.89	323,767.74	7,909.20	2.49%	2,062.35	0.64%
Net Gain or (Loss)	(5,583.11)	54,052.80	82,384.42	(59,635.91)	(110.33%)	(87,967.53)	(106.78%)

Society of American Archivists
Education
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	6,112.50	6,066.25	5,600.04	46.25	0.76%	512.46	9.15%
Workshops	465,970.85	417,162.70	418,879.00	48,808.15	11.70%	47,091.85	11.24%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	2,497.00	4,873.00	4,800.00	(2,376.00)	(48.76%)	(2,303.00)	(47.98%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	494.00	365.00		129.00	35.34%	494.00	0.00%
Total Income	475,074.35	428,466.95	429,279.04	46,607.40	10.88%	45,795.31	10.67%
Expenses							
Salaries, Wages, & Benefits	148,975.94	136,337.35	139,779.39	12,638.59	9.27%	9,196.55	6.58%
Office Occupancy & Utilities	14,404.91	14,377.56	14,242.44	27.35	0.19%	162.47	1.14%
Services	127,925.91	117,232.28	123,286.91	10,693.63	9.12%	4,639.00	3.76%
Supplies	1,676.10	4,121.38	2,242.55	(2,445.28)	(59.33%)	(566.45)	(25.26%)
Travel	77,131.33	80,841.33	96,038.00	(3,710.00)	(4.59%)	(18,906.67)	(19.69%)
Leases, Rentals, & Licenses	4,909.28	5,371.96	4,681.65	(462.68)	(8.61%)	227.63	4.86%
Taxes, Dues, & Subscriptions			245.00		0.00%	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	960.63	1,973.65	1,350.00	(1,013.02)	(51.33%)	(389.37)	(28.84%)
Total Expenses	375,984.10	360,255.51	381,865.94	15,728.59	4.37%	(5,881.84)	(1.54%)
Net Gain or (Loss)	99,090.25	68,211.44	47,413.10	30,878.81	45.27%	51,677.15	108.99%

Society of American Archivists
Career Services
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	57,975.35	46,220.80	53,753.02	11,754.55	25.43%	4,222.33	7.86%
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%
Total Income	<u>57,975.35</u>	<u>46,220.80</u>	<u>53,753.02</u>	<u>11,754.55</u>	<u>25.43%</u>	<u>4,222.33</u>	<u>7.86%</u>
Expenses							
Salaries, Wages, & Benefits	3,465.93	4,572.86	8,980.15	(1,106.93)	(24.21%)	(5,514.22)	(61.40%)
Office Occupancy & Utilities	358.31	475.16	915.13	(116.85)	(24.59%)	(556.82)	(60.85%)
Services	20,762.66	22,346.28	14,183.98	(1,583.62)	(7.09%)	6,578.68	46.38%
Supplies	20.67	49.94	58.64	(29.27)	(58.61%)	(37.97)	(64.75%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	66.29	80.53	892.75	(14.24)	(17.68%)	(826.46)	(92.57%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	99.00			99.00	0.00%	99.00	0.00%
Total Expenses	<u>24,772.86</u>	<u>27,524.77</u>	<u>25,030.65</u>	<u>(2,751.91)</u>	<u>(10.00%)</u>	<u>(257.79)</u>	<u>(1.03%)</u>
Net Gain or (Loss)	<u>33,202.49</u>	<u>18,696.03</u>	<u>28,722.37</u>	<u>14,506.46</u>	<u>77.59%</u>	<u>4,480.12</u>	<u>15.60%</u>

Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	2,159.61	1,469.19	1,980.00	690.42	46.99%	179.61	9.07%
Shipping, Handling, & Other	167.74	384.84		(217.10)	(56.41%)	167.74	0.00%
Total Income	2,427.35	1,855.03	1,980.00	572.32	30.85%	447.35	22.59%
Expenses							
Salaries, Wages, & Benefits	361,926.24	355,479.27	355,897.49	6,446.97	1.81%	6,028.75	1.69%
Office Occupancy & Utilities	39,732.45	37,144.34	36,255.89	2,588.11	6.97%	3,476.56	9.59%
Services	162,037.16	161,932.43	151,303.34	104.73	0.06%	10,733.82	7.09%
Supplies	4,359.21	6,103.36	3,045.18	(1,744.15)	(28.58%)	1,314.03	43.15%
Travel	40,876.25	27,553.38	36,414.00	13,322.87	48.35%	4,462.25	12.25%
Leases, Rentals, & Licenses	9,368.18	8,223.81	8,090.85	1,144.37	13.92%	1,277.33	15.79%
Taxes, Dues, & Subscriptions	24,163.10	18,522.21	16,163.00	5,640.89	30.45%	8,000.10	49.50%
Depreciation, Cost of Goods Sold & Other	99,932.32	60,396.97	85,566.94	39,535.35	65.46%	14,365.38	16.79%
Total Expenses	742,394.91	675,355.77	692,736.69	67,039.14	9.93%	49,658.22	7.17%
Net Gain or (Loss)	(739,967.56)	(673,500.74)	(690,756.69)	(66,466.82)	9.87%	(49,210.87)	7.12%

Society of American Archivists
General & Administrative
For the Twelve Months Ending June 30, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	06/30/13	06/30/12	06/30/13	\$ Variance	% Variance	\$ Variance	% Variance
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	100.00	1.00		99.00	9,900.00%	100.00	0.00%
Investments	2,159.61	1,469.19	1,980.00	690.42	46.99%	179.61	9.07%
Shipping, Handling, & Other	167.74	384.84		(217.10)	(56.41%)	167.74	0.00%
Total Income	2,427.35	1,855.03	1,980.00	572.32	30.85%	447.35	22.59%
Expenses							
Salaries, Wages, & Benefits	239,466.02	226,566.73	224,394.37	12,899.29	5.69%	15,071.65	6.72%
Office Occupancy & Utilities	24,296.34	23,175.58	22,864.20	1,120.76	4.84%	1,432.14	6.26%
Services	130,968.28	130,083.53	128,933.97	884.75	0.68%	2,034.31	1.58%
Supplies	3,431.01	3,899.29	2,180.48	(468.28)	(12.01%)	1,250.53	57.35%
Travel	7,931.62	3,330.21	7,369.00	4,601.41	138.17%	562.62	7.63%
Leases, Rentals, & Licenses	5,178.66	5,197.37	4,539.07	(18.71)	(0.36%)	639.59	14.09%
Taxes, Dues, & Subscriptions	8,830.00	2,289.05	943.00	6,540.95	285.75%	7,887.00	836.37%
Depreciation, Cost of Goods Sold & Other	99,932.32	60,396.97	85,566.94	39,535.35	65.46%	14,365.38	16.79%
Total Expenses	520,034.25	454,938.73	476,791.03	65,095.52	14.31%	43,243.22	9.07%
Net Gain or (Loss)	(517,606.90)	(453,083.70)	(474,811.03)	(64,523.20)	14.24%	(42,795.87)	9.01%

Society of American Archivists
Governance
For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	90,495.89	84,490.50	81,847.77	6,005.39	7.11%	8,648.12	10.57%
Office Occupancy & Utilities	11,778.08	9,327.40	8,339.87	2,450.68	26.27%	3,438.21	41.23%
Services	27,443.32	19,897.12	15,934.76	7,546.20	37.93%	11,508.56	72.22%
Supplies	696.35	1,519.05	545.64	(822.70)	(54.16%)	150.71	27.62%
Travel	28,828.64	23,657.97	25,680.00	5,170.67	21.86%	3,148.64	12.26%
Leases, Rentals, & Licenses	3,603.42	2,245.63	2,213.48	1,357.79	60.46%	1,389.94	62.79%
Taxes, Dues, & Subscriptions	4,298.10	3,678.16	4,220.00	619.94	16.85%	78.10	1.85%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	167,143.80	144,815.83	138,781.52	22,327.97	15.42%	28,362.28	20.44%
Net Gain or (Loss)	(167,143.80)	(144,815.83)	(138,781.52)	(22,327.97)	15.42%	(28,362.28)	20.44%

Society of American Archivists
 Advocacy
 For the Twelve Months Ending June 30, 2013

	Year-To-Date 06/30/13	Year-To-Date 06/30/12	Budget 06/30/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
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					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	31,964.33	44,422.04	49,655.35	(12,457.71)	(28.04%)	(17,691.02)	(35.63%)
Office Occupancy & Utilities	3,658.03	4,641.36	5,051.82	(983.33)	(21.19%)	(1,393.79)	(27.59%)
Services	3,625.56	11,951.78	6,434.61	(8,326.22)	(69.67%)	(2,809.05)	(43.66%)
Supplies	231.85	685.02	319.06	(453.17)	(66.15%)	(87.21)	(27.33%)
Travel	4,115.99	565.20	3,365.00	3,550.79	628.24%	750.99	22.32%
Leases, Rentals, & Licenses	586.10	780.81	1,338.30	(194.71)	(24.94%)	(752.20)	(56.21%)
Taxes, Dues, & Subscriptions	11,035.00	12,555.00	11,000.00	(1,520.00)	(12.11%)	35.00	0.32%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	55,216.86	75,601.21	77,164.14	(20,384.35)	(26.96%)	(21,947.28)	(28.44%)
Net Gain or (Loss)	(55,216.86)	(75,601.21)	(77,164.14)	20,384.35	(26.96%)	21,947.28	(28.44%)