**Agenda Item VII.D.**

# Society of American Archivists
# Council Meeting
# May 28 - 30, 2015
# Chicago, Illinois

# Treasurer's Report: FY 15 YTD Financial Review
**(Prepared by Mark Duffy)**

**MEMORANDUM**

**TO:** SAA Finance Committee
SAA Staff Directors

**FR:** Peter Carlson, Director of Finance and Administration

**DT:** April 14, 2015

**RE:** February Year-To-Date Financial Statements

**Overview**
For the eight months ending February 28, SAA posted a net gain of $288,732, substantially better than the budgeted net gain of $22,136. The actual net gain was better than budget by $266,596 (1,204.33%). Total revenues exceeded budget by $289,331 (14.6%). Total expenses were over budget by $22,735 (1.16%). The net gain is $169,814 (143%) higher than last year. Strong performances from the Annual Meeting and steady growth in both Education and Membership are the primary reasons for the large net gain. *Please note that there is a variance of $5.94 in the net gain shown on the Balance Sheet vs. the Income Statement. This immaterial difference is the result of rounding errors and we are working with our vendors to correct this situation.*

**Balance Sheet**
The balance sheet's strength is demonstrated by the positive differences in Cash and Investments. Cash and Investments balances combined exceeded last year by $294,171 (30.29 %). Total deferred revenues are down from last year by $51,672 (6.91%). This is due to timing differences in the cycle of Education offerings and booking of Sponsor revenue. Education has many offerings that are forthcoming in April, May, and June, while last year January and February had very heavy schedules. Likewise, Annual Meeting Sponsor commitments have already exceeded last year's total, but are yet to be booked.

**Income Statement**

For the eight months ending February 28, SAA posted a net gain of $288,732. This performance is better than last year and budget by $169,814 (143 %) and $266,596 (1,204%), respectively. The Annual Meeting and Education were the major contributors to the net gain. Membership continued its strong and steady performance. Publications sales did not meet last year's levels or budget. Expenses were under budget in all but four cost centers, although total expenses exceeded last year and budget by $214,601 (12.17%)$ and 22,735 (1.16%). This expense increase is the natural result from hosting such a large Annual Meeting.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 6.04% and 3.78%, respectively. The favorable variance to last year, and the fact that deferred revenues in Membership are slightly ahead of last year (.75%), is encouraging. Total expenses were below budget by $13,506 (17.5%), in part due to timing of allocated expenses which smooth out as the year comes to a close. Membership's net gain of $543,675 exceeded last year by 7.6% and budget by 7.1%, historically good performance compared with last year.
- **Periodicals:** *American Archivist* subscription revenues lagged slightly behind last year by $1,671 (2.93%) but better than budget by $485 (.88 %). As of February 28, *Archival Outlook* advertising revenues are better than last year and budget by approximately $4,935 and $4,982, respectively. Across both publications, favorable variances in expenses continue to more than offset the unfavorable revenue variances. As of February 28, the $86,371 net loss in Periodicals is better than last year and budget by $28,493 (24.81 %) and $50,821 (37%), respectively.
- **Annual Meeting:** Revenues exceeded expectations while prudent spending practices realized a favorable expense to revenue ratio -- although expenses exceeded budget by $74,684 (13.4%) revenues exceeded budget by $261,713 (37.76%). Consequently, as of February 28, we realized a net gain of $322,732.67. This exceeds last year by $143,562 (80 %) and budget by $187,029 (138%). With regard to revenues, we budgeted for 1,800 attendees and actual attendance exceeded 2,500.
- **Publications:** Total revenues fell short of last year and budget by $34,881.68 (17.28 %) and $30,447.71 (15.42 %), respectively. This led to a net loss of $10,311, which is 8% better than last year and more favorable than budgeted shortfalls $12,736 (55.26%). Due to the careful stewardship of the Publications department, losses have been minimized as we develop alternative models to provide high-quality professional publications.
- **Education:** Workshop and particularly DAS revenues have been strong during the first eight months of the fiscal year. Because of this, total revenues exceeded last year and budget by $75,678 (22.7 %) and $20,751 (5.34%), respectively. The net gain of $68,363 exceeded last year and budget by $15,668 (29.73%) and $23,378 (52%), respectively.
- **Career Services:** Total revenues exceeded last year and budget expectations. This continues the trend that began during the first half of FY 2013. The net gain of $28,102 exceeded last year and budget by 17% and 39%, respectively.

- **G&A:** Total expenses exceeded last year by 12% and were over budget by 9%. This expense increase is due in part to increased expenses associated with the Annual Meeting, as credit card fees were up more than 17%.
- **Governance:** : Total expenses exceeded last year and budget by $19,785 (18.37%) and $20,252 (18.9%), respectively. Factors contributing to this overage (largely in Services) included consulting fees for the November Council meeting facilitator, legal fees for review of the Employee Handbook, purchase of resource materials for distribution to the Council, and reimbursement for one Council member's additional night to attend the DC 2014 Council meetings.
- **Advocacy:** Total expenses exceeded last year by $46,506 (80.7%) and are under budget for FY 2015 by $11,678 (12.2%). The FY 2015 budget includes significantly more activity related to Advocacy and Public Awareness (e.g., support for a meeting of the Committee on Public Awareness in July 2014, support for PR counsel related to COPA's work) than did the FY 2014 budget. We expect to expend the full budget for Advocacy and Public Awareness this fiscal year in light of the Council's approval of COPA's work plan.

# Society of American Archivists

# Year-to-Date Financial Statements

# February 28, 2015

**Society of American Archivists**
**Balance Sheet - Operations**
**February 28, 2015**

| | Fiscal 2015 | Fiscal 2014 | Fiscal 2015 vs, Fiscal 2014 $ Variance | % Variance |
|---|---|---|---|---|
| **Assets** | | | | |
| Cash & Investments | $1,265,306.57 | $971,153.99 | $294,152.58 | 30.29% |
| Accounts Receivable | 31,791.57 | 47,932.23 | (16,140.66) | (33.67%) |
| Equipment | 46,575.02 | 64,087.76 | (17,512.74) | (27.33%) |
| Deposits | 29,307.00 | 11,851.00 | 17,456.00 | 147.30% |
| Inventory | 109,004.30 | 126,641.02 | (17,636.72) | (13.93%) |
| Prepaid Expenses | 115,125.89 | 111,233.33 | 3,892.56 | 3.50% |
| Due From Foundation | 427,011.79 | 397,052.08 | 29,959.71 | 7.55% |
| Total Assets | 2,024,122.14 | 1,729,951.41 | 294,170.73 | 17.00% |
| **Liabilities** | | | | |
| Accounts Payable | 20,939.32 | 17,079.44 | 3,859.88 | 22.60% |
| Salaries and Wages Payable | 40,893.81 | 33,884.08 | 7,009.73 | 20.69% |
| Deferred Revenues | | | | |
| Annual Meeting | 546.98 | 767.00 | (220.02) | (28.69%) |
| Subscriptions | 85,458.50 | 92,742.75 | (7,284.25) | (7.85%) |
| Membership | 478,971.15 | 475,492.18 | 3,478.97 | 0.73% |
| Education | 39,786.00 | 87,770.00 | (47,984.00) | (54.67%) |
| Sponsors | 7,500.00 | 20,000.00 | (12,500.00) | (62.50%) |
| Advertising | 8,639.00 | 8,245.00 | 394.00 | 4.78% |
| Exhibitors | 73,140.00 | 60,400.00 | 12,740.00 | 21.09% |
| Consultants | 1,980.00 | 2,277.00 | (297.00) | (13.04%) |
| Total Deferred Revenues | 696,021.63 | 747,693.93 | (51,672.30) | (6.91%) |
| Due to Council-Directed Funds | 196,078.11 | 74,038.11 | 122,040.00 | 164.83% |
| Due To Foundation | 65,764.28 | 19,089.38 | 46,674.90 | 244.51% |
| Deferred Rent | 11,395.18 | 15,302.14 | (3,906.96) | (25.53%) |
| Total Liabilities | 1,031,092.33 | 907,087.08 | 124,005.25 | 13.67% |
| **Net Assets** | | | | |
| Fund Balance | 704,291.39 | 703,945.85 | 345.54 | 0.05% |
| Net Gain or Loss | 288,738.42 | 118,918.48 | 169,819.94 | 142.80% |
| Total Net Assets | 993,029.81 | 822,864.33 | 170,165.48 | 20.68% |
| Total Liabilities and Net Assets | 2,024,122.14 | 1,729,951.41 | 294,170.73 | 17.00% |

Society of American Archivists
SAA Net Gain Or Loss By Cost Center
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year | | This Year Vs. Budget | |
|---|---|---|---|---|---|---|---|
| | | | | $ Variance | % Variance | $ Variance | % Variance |
| Operations | | | | | | | |
| Membership | $543,675.40 | $505,079.57 | $507,627.64 | $38,595.83 | 7.64% | $36,047.76 | 7.10% |
| Annual Meeting | 322,732.67 | 179,170.91 | 135,703.25 | 143,561.76 | 80.13% | 187,029.42 | 137.82% |
| Publications | (10,311.35) | (11,201.12) | (23,047.63) | 889.77 | (7.94%) | 12,736.28 | (55.26%) |
| Education | 68,363.41 | 52,695.66 | 44,985.71 | 15,667.75 | 29.73% | 23,377.70 | 51.97% |
| Career Services | 28,102.32 | 23,996.26 | 20,241.39 | 4,106.06 | 17.11% | 7,860.93 | 38.84% |
| American Archivist | (35,053.58) | (40,513.83) | (66,268.98) | 5,460.25 | (13.48%) | 31,215.40 | (47.10%) |
| Archival Outlook | (51,317.33) | (74,350.25) | (70,922.75) | 23,032.92 | (30.98%) | 19,605.42 | (27.64%) |
| General & Administrative | (365,898.04) | (361,727.15) | (325,536.41) | (4,170.89) | 1.15% | (40,361.63) | 12.40% |
| Advocacy | (84,050.33) | (46,506.23) | (93,387.92) | (37,544.10) | 80.73% | 9,337.59 | (10.00%) |
| Governance | (127,510.69) | (107,725.34) | (107,257.89) | (19,785.35) | 18.37% | (20,252.80) | 18.88% |
| Total Net Gain/(Loss) | 288,732.48 | 118,918.48 | 22,136.41 | 169,814.00 | 142.80% | 266,596.07 | 1,204.33% |

Society of American Archivists
Income Statement by Cost Center
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Revenues** | | | | | | | |
| Membership | $607,113.75 | $572,615.41 | $584,571.76 | $34,498.34 | 6.02% | $22,541.99 | 3.86% |
| Annual Meeting | 954,843.97 | 658,583.78 | 693,131.03 | 296,260.19 | 44.98% | 261,712.94 | 37.76% |
| Publications | 167,014.26 | 201,895.94 | 197,461.97 | (34,881.68) | (17.28%) | (30,447.71) | (15.42%) |
| Education | 409,093.50 | 333,415.18 | 388,342.00 | 75,678.32 | 22.70% | 20,751.50 | 5.34% |
| Career Services | 46,456.25 | 39,672.60 | 38,200.00 | 6,783.65 | 17.10% | 8,256.25 | 21.61% |
| American Archivist | 55,732.50 | 57,279.26 | 55,017.50 | (1,546.76) | (2.70%) | 715.00 | 1.30% |
| Archival Outlook | 24,706.00 | 16,112.30 | 16,000.00 | 8,593.70 | 53.34% | 8,706.00 | 54.41% |
| General & Administrative | 1,672.39 | 2,643.07 | 2,237.04 | (970.68) | (36.73%) | (564.65) | (25.24%) |
| Advocacy | | | 2,340.00 | | 0.00% | (2,340.00) | (100.00%) |
| Governance | | | | | 0.00% | | 0.00% |
| Total Revenues | 2,266,632.62 | 1,882,217.54 | 1,977,301.30 | 384,415.08 | 20.42% | 289,331.32 | 14.63% |
| **Expenses** | | | | | | | |
| Membership | 63,438.35 | 67,535.84 | 76,944.12 | (4,097.49) | (6.07%) | (13,505.77) | (17.55%) |
| Annual Meeting | 632,111.30 | 479,412.87 | 557,427.78 | 152,698.43 | 31.85% | 74,683.52 | 13.40% |
| Publications | 177,325.61 | 213,097.06 | 220,509.60 | (35,771.45) | (16.79%) | (43,183.99) | (19.58%) |
| Education | 340,730.09 | 280,719.52 | 343,356.29 | 60,010.57 | 21.38% | (2,626.20) | (0.76%) |
| Career Services | 18,353.93 | 15,676.34 | 17,958.61 | 2,677.59 | 17.08% | 395.32 | 2.20% |
| American Archivist | 90,786.08 | 97,793.09 | 121,286.48 | (7,007.01) | (7.17%) | (30,500.40) | (25.15%) |
| Archival Outlook | 76,023.33 | 90,462.55 | 86,922.75 | (14,439.22) | (15.96%) | (10,899.42) | (12.54%) |
| General & Administrative | 367,570.43 | 364,370.22 | 327,773.45 | 3,200.21 | 0.88% | 39,796.98 | 12.14% |
| Advocacy | 84,050.33 | 46,506.23 | 95,727.92 | 37,544.10 | 80.73% | (11,677.59) | (12.20%) |
| Governance | 127,510.69 | 107,725.34 | 107,257.89 | 19,785.35 | 18.37% | 20,252.80 | 18.88% |
| Total Expenses | 1,977,900.14 | 1,763,299.06 | 1,955,164.89 | 214,601.08 | 12.17% | 22,735.25 | 1.16% |
| Total Net Gain/(Loss) | 288,732.48 | 118,918.48 | 22,136.41 | 169,814.00 | 142.80% | 266,596.07 | 1,204.33% |

Society of American Archivists
Consolidated Statement of Activities
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year | | This Year Vs. Budget | |
|---|---|---|---|---|---|---|---|
| | | | | $ Variance | % Variance | $ Variance | % Variance |
| **Income** | | | | | | | |
| Dues | $605,242.75 | $570,745.21 | $583,171.76 | $34,497.54 | 6.04% | $22,070.99 | 3.78% |
| Subscriptions & Advertising | 135,550.75 | 129,058.65 | 122,817.50 | 6,492.10 | 5.03% | 12,733.25 | 10.37% |
| Workshops | 375,623.50 | 327,440.18 | 383,902.00 | 48,183.32 | 14.72% | (8,278.50) | (2.16%) |
| Annual Meeting | 917,455.20 | 639,606.41 | 677,881.03 | 277,848.79 | 43.44% | 239,574.17 | 35.34% |
| Publications & CD Sales | 143,304.35 | 180,903.19 | 173,024.16 | (37,598.84) | (20.78%) | (29,719.81) | (17.18%) |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | 1,605.91 | 1,842.06 | 2,237.04 | (236.15) | (12.82%) | (631.13) | (28.21%) |
| Shipping, Handling, & Other | 87,850.16 | 32,621.84 | 34,267.81 | 55,228.32 | 169.30% | 53,582.35 | 156.36% |
| **Total Income** | 2,266,632.62 | 1,882,217.54 | 1,977,301.30 | 384,415.08 | 20.42% | 289,331.32 | 14.63% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 674,225.08 | 629,495.73 | 675,963.21 | 44,729.35 | 7.11% | (1,738.13) | (0.26%) |
| Office Occupancy & Utilities | 67,128.42 | 65,066.32 | 63,978.25 | 2,062.10 | 3.17% | 3,150.17 | 4.92% |
| Services | 824,395.34 | 680,706.21 | 803,932.78 | 143,689.13 | 21.11% | 20,462.56 | 2.55% |
| Supplies | 12,828.89 | 14,337.71 | 11,158.27 | (1,508.82) | (10.52%) | 1,670.62 | 14.97% |
| Travel | 138,488.89 | 102,445.48 | 159,914.00 | 36,043.41 | 35.18% | (21,425.11) | (13.40%) |
| Leases, Rentals, & Licenses | 26,841.94 | 15,768.40 | 37,932.91 | 11,073.54 | 70.23% | (11,090.97) | (29.24%) |
| Taxes, Dues, & Subscriptions | 63,114.77 | 24,979.80 | 21,141.00 | 38,134.97 | 152.66% | 41,973.77 | 198.54% |
| Depreciation, Cost of Goods Sold & Other | 170,876.81 | 230,499.41 | 181,144.47 | (59,622.60) | (25.87%) | (10,267.66) | (5.67%) |
| **Total Expenses** | 1,977,900.14 | 1,763,299.06 | 1,955,164.89 | 214,601.08 | 12.17% | 22,735.25 | 1.16% |
| **Net Gain or (Loss)** | 288,732.48 | 118,918.48 | 22,136.41 | 169,814.00 | 142.80% | 266,596.07 | 1,204.33% |

Society of American Archivists
Membership and Periodicals
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | $605,242.75 | $570,745.21 | $583,171.76 | $34,497.54 | 6.04% | $22,070.99 | 3.78% |
| Subscriptions & Advertising | 74,784.50 | 71,521.05 | 69,317.50 | 3,263.45 | 4.56% | 5,467.00 | 7.89% |
| 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 | 7,525.00 | 3,740.71 | 3,100.00 | 3,784.29 | 101.17% | 4,425.00 | 142.74% |
| Total Income | 687,552.25 | 646,006.97 | 655,589.26 | 41,545.28 | 6.43% | 31,962.99 | 4.88% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 101,351.70 | 102,552.51 | 108,119.00 | (1,200.81) | (1.17%) | (6,767.30) | (6.26%) |
| Office Occupancy & Utilities | 9,110.86 | 10,128.33 | 10,158.60 | (1,017.47) | (10.05%) | (1,047.74) | (10.31%) |
| Services | 117,061.22 | 134,142.78 | 153,391.29 | (17,081.56) | (12.73%) | (36,330.07) | (23.68%) |
| Supplies | 1,161.60 | 1,048.67 | 1,965.51 | 112.93 | 10.77% | (803.91) | (40.90%) |
| Travel | 99.00 | 95.00 | 100.00 | 4.00 | 4.21% | (1.00) | (1.00%) |
| Leases, Rentals, & Licenses | 1,215.88 | 1,785.59 | 2,923.95 | (569.71) | (31.91%) | (1,708.07) | (58.42%) |
| Taxes, Dues, & Subscriptions | 247.50 | | 495.00 | 247.50 | 0.00% | (247.50) | (50.00%) |
| Depreciation, Cost of Goods Sold & Other | | 6,038.60 | 8,000.00 | (6,038.60) | (100.00%) | (8,000.00) | (100.00%) |
| Total Expenses | 230,247.76 | 255,791.48 | 285,153.35 | (25,543.72) | (9.99%) | (54,905.59) | (19.25%) |
| Net Gain or (Loss) | 457,304.49 | 390,215.49 | 370,435.91 | 67,089.00 | 17.19% | 86,868.58 | 23.45% |

Society of American Archivists
Membership
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | $605,242.75 | $570,745.21 | $583,171.76 | $34,497.54 | 6.04% | $22,070.99 | 3.78% |
| 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 | 1,871.00 | 1,870.20 | 1,400.00 | 0.80 | 0.04% | 471.00 | 33.64% |
| Total Income | 607,113.75 | 572,615.41 | 584,571.76 | 34,498.34 | 6.02% | 22,541.99 | 3.86% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 49,840.22 | 48,442.55 | 53,728.06 | 1,397.67 | 2.89% | (3,887.84) | (7.24%) |
| Office Occupancy & Utilities | 4,238.42 | 4,783.00 | 5,064.05 | (544.58) | (11.39%) | (825.63) | (16.30%) |
| Services | 7,658.21 | 6,959.56 | 7,086.54 | 698.65 | 10.04% | 571.67 | 8.07% |
| Supplies | 1,161.40 | 470.58 | 1,603.99 | 690.82 | 146.80% | (442.59) | (27.59%) |
| Travel | | | | | 0.00% | | 0.00% |
| Leases, Rentals, & Licenses | 540.10 | 841.55 | 1,461.48 | (301.45) | (35.82%) | (921.38) | (63.04%) |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | 6,038.60 | 8,000.00 | (6,038.60) | (100.00%) | (8,000.00) | (100.00%) |
| Total Expenses | 63,438.35 | 67,535.84 | 76,944.12 | (4,097.49) | (6.07%) | (13,505.77) | (17.55%) |
| Net Gain or (Loss) | 543,675.40 | 505,079.57 | 507,627.64 | 38,595.83 | 7.64% | 36,047.76 | 7.10% |

Society of American Archivists
Periodicals (AA & AO)
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 74,784.50 | 71,521.05 | 69,317.50 | 3,263.45 | 4.56% | 5,467.00 | 7.89% |
| 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 | 5,654.00 | 1,870.51 | 1,700.00 | 3,783.49 | 202.27% | 3,954.00 | 232.59% |
| Total Income | 80,438.50 | 73,391.56 | 71,017.50 | 7,046.94 | 9.60% | 9,421.00 | 13.27% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 51,511.48 | 54,109.96 | 54,390.94 | (2,598.48) | (4.80%) | (2,879.46) | (5.29%) |
| Office Occupancy & Utilities | 4,872.44 | 5,345.33 | 5,094.55 | (472.89) | (8.85%) | (222.11) | (4.36%) |
| Services | 109,403.01 | 127,183.22 | 146,304.75 | (17,780.21) | (13.98%) | (36,901.74) | (25.22%) |
| Supplies | 0.20 | 578.09 | 361.52 | (577.89) | (99.97%) | (361.32) | (99.94%) |
| Travel | 99.00 | 95.00 | 100.00 | 4.00 | 4.21% | (1.00) | (1.00%) |
| Leases, Rentals, & Licenses | 675.78 | 944.04 | 1,462.47 | (268.26) | (28.42%) | (786.69) | (53.79%) |
| Taxes, Dues, & Subscriptions | 247.50 | | 495.00 | 247.50 | 0.00% | (247.50) | (50.00%) |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 166,809.41 | 188,255.64 | 208,209.23 | (21,446.23) | (11.39%) | (41,399.82) | (19.88%) |
| Net Gain or (Loss) | (86,370.91) | (114,864.08) | (137,191.73) | 28,493.17 | (24.81%) | 50,820.82 | (37.04%) |

Society of American Archivists
American Archivist
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 55,402.50 | 57,073.75 | 54,917.50 | (1,671.25) | (2.93%) | 485.00 | 0.88% |
| 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 | 330.00 | 205.51 | 100.00 | 124.49 | 60.58% | 230.00 | 230.00% |
| Total Income | 55,732.50 | 57,279.26 | 55,017.50 | (1,546.76) | (2.70%) | 715.00 | 1.30% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 25,811.32 | 27,350.73 | 27,125.88 | (1,539.41) | (5.63%) | (1,314.56) | (4.85%) |
| Office Occupancy & Utilities | 2,238.95 | 2,689.16 | 2,525.32 | (450.21) | (16.74%) | (286.37) | (11.34%) |
| Services | 62,428.29 | 66,861.06 | 90,758.40 | (4,432.77) | (6.63%) | (28,330.11) | (31.21%) |
| Supplies | 0.09 | 320.18 | 155.78 | (320.09) | (99.97%) | (155.69) | (99.94%) |
| Travel | | 95.00 | | (95.00) | (100.00%) | | 0.00% |
| Leases, Rentals, & Licenses | 307.43 | 476.96 | 721.10 | (169.53) | (35.54%) | (413.67) | (57.37%) |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 90,786.08 | 97,793.09 | 121,286.48 | (7,007.01) | (7.17%) | (30,500.40) | (25.15%) |
| Net Gain or (Loss) | (35,053.58) | (40,513.83) | (66,268.98) | 5,460.25 | (13.48%) | 31,215.40 | (47.10%) |

Society of American Archivists
Archival Outlook
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 19,382.00 | 14,447.30 | 14,400.00 | 4,934.70 | 34.16% | 4,982.00 | 34.60% |
| 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 | 5,324.00 | 1,665.00 | 1,600.00 | 3,659.00 | 219.76% | 3,724.00 | 232.75% |
| Total Income | 24,706.00 | 16,112.30 | 16,000.00 | 8,593.70 | 53.34% | 8,706.00 | 54.41% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 25,700.16 | 26,759.23 | 27,265.06 | (1,059.07) | (3.96%) | (1,564.90) | (5.74%) |
| Office Occupancy & Utilities | 2,633.49 | 2,656.17 | 2,569.23 | (22.68) | (0.85%) | 64.26 | 2.50% |
| Services | 46,974.72 | 60,322.16 | 55,546.35 | (13,347.44) | (22.13%) | (8,571.63) | (15.43%) |
| Supplies | 0.11 | 257.91 | 205.74 | (257.80) | (99.96%) | (205.63) | (99.95%) |
| Travel | 99.00 | | 100.00 | 99.00 | 0.00% | (1.00) | (1.00%) |
| Leases, Rentals, & Licenses | 368.35 | 467.08 | 741.37 | (98.73) | (21.14%) | (373.02) | (50.31%) |
| Taxes, Dues, & Subscriptions | 247.50 | | 495.00 | 247.50 | 0.00% | (247.50) | (50.00%) |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 76,023.33 | 90,462.55 | 86,922.75 | (14,439.22) | (15.96%) | (10,899.42) | (12.54%) |
| Net Gain or (Loss) | (51,317.33) | (74,350.25) | (70,922.75) | 23,032.92 | (30.98%) | 19,605.42 | (27.64%) |

Society of American Archivists
Operational Revenue Centers
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 60,766.25 | 57,537.60 | 53,500.00 | 3,228.65 | 5.61% | 7,266.25 | 13.58% |
| Workshops | 375,623.50 | 327,440.18 | 381,562.00 | 48,183.32 | 14.72% | (5,938.50) | (1.56%) |
| Annual Meeting | 917,455.20 | 639,606.41 | 677,881.03 | 277,848.79 | 43.44% | 239,574.17 | 35.34% |
| Publications & CD Sales | 143,304.35 | 180,903.19 | 173,024.16 | (37,598.84) | (20.78%) | (29,719.81) | (17.18%) |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 80,258.68 | 28,080.12 | 31,167.81 | 52,178.56 | 185.82% | 49,090.87 | 157.51% |
| Total Income | 1,577,407.98 | 1,233,567.50 | 1,317,135.00 | 343,840.48 | 27.87% | 260,272.98 | 19.76% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 302,504.54 | 278,332.87 | 315,333.36 | 24,171.67 | 8.68% | (12,828.82) | (4.07%) |
| Office Occupancy & Utilities | 29,287.06 | 28,158.56 | 29,731.72 | 1,128.50 | 4.01% | (444.66) | (1.50%) |
| Services | 537,723.63 | 421,877.49 | 509,719.62 | 115,846.14 | 27.46% | 28,004.01 | 5.49% |
| Supplies | 7,842.05 | 9,487.65 | 6,355.46 | (1,645.60) | (17.34%) | 1,486.59 | 23.39% |
| Travel | 100,883.50 | 74,557.99 | 111,090.00 | 26,325.51 | 35.31% | (10,206.50) | (9.19%) |
| Leases, Rentals, & Licenses | 20,956.55 | 8,343.71 | 29,097.19 | 12,612.84 | 151.17% | (8,140.64) | (27.98%) |
| Taxes, Dues, & Subscriptions | 43,455.50 | 1,761.00 | | 41,694.50 | 2,367.66% | 43,455.50 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 125,868.10 | 166,386.52 | 137,924.93 | (40,518.42) | (24.35%) | (12,056.83) | (8.74%) |
| Total Expenses | 1,168,520.93 | 988,905.79 | 1,139,252.28 | 179,615.14 | 18.16% | 29,268.65 | 2.57% |
| Net Gain or (Loss) | 408,887.05 | 244,661.71 | 177,882.72 | 164,225.34 | 67.12% | 231,004.33 | 129.86% |

Society of American Archivists
Annual Meeting
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 9,930.00 | 12,705.00 | 9,000.00 | (2,775.00) | (21.84%) | 930.00 | 10.33% |
| Workshops | | | | | 0.00% | | 0.00% |
| Annual Meeting | 917,455.20 | 639,606.41 | 677,881.03 | 277,848.79 | 43.44% | 239,574.17 | 35.34% |
| Publications & CD Sales | | | | | 0.00% | | 0.00% |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 27,458.77 | 6,272.37 | 6,250.00 | 21,186.40 | 337.77% | 21,208.77 | 339.34% |
| Total Income | 954,843.97 | 658,583.78 | 693,131.03 | 296,260.19 | 44.98% | 261,712.94 | 37.76% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 103,538.82 | 98,753.38 | 109,113.16 | 4,785.44 | 4.85% | (5,574.34) | (5.11%) |
| Office Occupancy & Utilities | 9,648.47 | 10,024.48 | 10,295.39 | (376.01) | (3.75%) | (646.92) | (6.28%) |
| Services | 351,216.49 | 257,094.58 | 326,430.29 | 94,121.91 | 36.61% | 24,786.20 | 7.59% |
| Supplies | 1,922.63 | 7,068.68 | 2,710.77 | (5,146.05) | (72.80%) | (788.14) | (29.07%) |
| Travel | 17,131.84 | 11,935.50 | 11,590.00 | 5,196.34 | 43.54% | 5,541.84 | 47.82% |
| Leases, Rentals, & Licenses | 14,060.06 | 2,172.37 | 17,725.90 | 11,887.69 | 547.22% | (3,665.84) | (20.68%) |
| Taxes, Dues, & Subscriptions | 42,938.00 | | | 42,938.00 | 0.00% | 42,938.00 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 91,654.99 | 92,363.88 | 79,562.25 | (708.89) | (0.77%) | 12,092.74 | 15.20% |
| Total Expenses | 632,111.30 | 479,412.87 | 557,427.76 | 152,698.43 | 31.85% | 74,683.54 | 13.40% |
| Net Gain or (Loss) | 322,732.67 | 179,170.91 | 135,703.27 | 143,561.76 | 80.13% | 187,029.40 | 137.82% |

Society of American Archivists
Annual Meeting - New Orleans 2013
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | | 12,705.00 | | (12,705.00) | (100.00%) | | 0.00% |
| Workshops | | | | | 0.00% | | 0.00% |
| Annual Meeting | | 639,606.41 | | (639,606.41) | (100.00%) | | 0.00% |
| Publications & CD Sales | | | | | 0.00% | | 0.00% |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | | 6,272.37 | | (6,272.37) | (100.00%) | | 0.00% |
| Total Income | | 658,583.78 | | (658,583.78) | (100.00%) | | 0.00% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | | 57,797.89 | | (57,797.89) | (100.00%) | | 0.00% |
| Office Occupancy & Utilities | | 5,883.54 | | (5,883.54) | (100.00%) | | 0.00% |
| Services | | 242,968.68 | | (242,968.68) | (100.00%) | | 0.00% |
| Supplies | | 6,720.67 | | (6,720.67) | (100.00%) | | 0.00% |
| Travel | | (486.62) | | 486.62 | (100.00%) | | 0.00% |
| Leases, Rentals, & Licenses | | 1,031.79 | | (1,031.79) | (100.00%) | | 0.00% |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | 165,496.92 | | (165,496.92) | (100.00%) | | 0.00% |
| Total Expenses | | 479,412.87 | | (479,412.87) | (100.00%) | | 0.00% |
| Net Gain or (Loss) | | 179,170.91 | | (179,170.91) | (100.00%) | | 0.00% |

Society of American Archivists
Annual Meeting - Washington 2014
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 9,830.00 | | 9,000.00 | 9,830.00 | 0.00% | 830.00 | 9.22% |
| Workshops | | | | | 0.00% | | 0.00% |
| Annual Meeting | 917,455.20 | | 677,881.03 | 917,455.20 | 0.00% | 239,574.17 | 35.34% |
| Publications & CD Sales | | | | | 0.00% | | 0.00% |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 27,458.77 | | 6,250.00 | 27,458.77 | 0.00% | 21,208.77 | 339.34% |
| Total Income | 954,743.97 | | 693,131.03 | 954,743.97 | 0.00% | 261,612.94 | 37.74% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 56,041.00 | 36,511.13 | 62,973.74 | 19,529.87 | 53.49% | (6,932.74) | (11.01%) |
| Office Occupancy & Utilities | 6,016.68 | 3,706.86 | 5,962.62 | 2,309.82 | 62.31% | 54.06 | 0.91% |
| Services | 328,206.55 | 13,794.98 | 306,114.43 | 314,411.57 | 2,279.17% | 22,092.12 | 7.22% |
| Supplies | 1,922.63 | 296.98 | 2,433.54 | 1,625.65 | 547.39% | (510.91) | (20.99%) |
| Travel | 9,733.76 | 11,962.32 | 3,575.00 | (2,228.56) | (18.63%) | 6,158.76 | 172.27% |
| Leases, Rentals, & Licenses | 10,137.02 | 1,061.80 | 16,482.69 | 9,075.22 | 854.70% | (6,345.67) | (38.50%) |
| Taxes, Dues, & Subscriptions | 42,938.00 | | | 42,938.00 | 0.00% | 42,938.00 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 177,115.66 | (67,334.07) | 159,885.67 | 244,449.73 | (363.04%) | 17,229.99 | 10.78% |
| Total Expenses | 632,111.30 | | 557,427.69 | 632,111.30 | 0.00% | 74,683.61 | 13.40% |
| Net Gain or (Loss) | 322,632.67 | | 135,703.34 | 322,632.67 | 0.00% | 186,929.33 | 137.75% |

Society of American Archivists
Annual Meeting - Cleveland 2015
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 100.00 | | | 100.00 | 0.00% | 100.00 | 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 | 100.00 | | | 100.00 | 0.00% | 100.00 | 0.00% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 47,497.82 | 4,444.36 | 46,139.42 | 43,053.46 | 968.72% | 1,358.40 | 2.94% |
| Office Occupancy & Utilities | 3,631.79 | 434.08 | 4,332.77 | 3,197.71 | 736.66% | (700.98) | (16.18%) |
| Services | 23,009.94 | 330.92 | 20,315.86 | 22,679.02 | 6,853.32% | 2,694.08 | 13.26% |
| Supplies | | 51.03 | 277.23 | (51.03) | (100.00%) | (277.23) | (100.00%) |
| Travel | 7,398.08 | 459.80 | 8,015.00 | 6,938.28 | 1,508.98% | (616.92) | (7.70%) |
| Leases, Rentals, & Licenses | 3,923.04 | 78.78 | 1,243.21 | 3,844.26 | 4,879.74% | 2,679.83 | 215.56% |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | (85,460.67) | (5,798.97) | (80,323.42) | (79,661.70) | 1,373.72% | (5,137.25) | 6.40% |
| Total Expenses | | | 0.07 | | 0.00% | (0.07) | (100.00%) |
| Net Gain or (Loss) | 100.00 | | (0.07) | 100.00 | 0.00% | 100.07 | (142,957.14%) |

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % 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 | 388.37 | | 989.92 | 388.37 | 0.00% | (601.55) | (60.77%) |
| Office Occupancy & Utilities | 52.06 | | 93.07 | 52.06 | 0.00% | (41.01) | (44.06%) |
| Services | 39.79 | | 648.86 | 39.79 | 0.00% | (609.07) | (93.87%) |
| Supplies | | | 5.93 | | 0.00% | (5.93) | (100.00%) |
| Travel | 254.20 | | 590.00 | 254.20 | 0.00% | (335.80) | (56.92%) |
| Leases, Rentals, & Licenses | | | 26.73 | | 0.00% | (26.73) | (100.00%) |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | (734.42) | | (2,354.49) | (734.42) | 0.00% | 1,620.07 | (68.81%) |
| Total Expenses | | | 0.02 | | 0.00% | (0.02) | (100.00%) |
| Net Gain or (Loss) | | | (0.02) | | 0.00% | 0.02 | (100.00%) |

Society of American Archivists
Publications
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % 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 | 142,899.35 | 180,088.19 | 172,544.16 | (37,188.84) | (20.65%) | (29,644.81) | (17.18%) |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 24,114.91 | 21,807.75 | 24,917.81 | 2,307.16 | 10.58% | (802.90) | (3.22%) |
| Total Income | 167,014.26 | 201,895.94 | 197,461.97 | (34,881.68) | (17.28%) | (30,447.71) | (15.42%) |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 54,769.98 | 50,406.84 | 58,802.86 | 4,363.14 | 8.66% | (4,032.88) | (6.86%) |
| Office Occupancy & Utilities | 5,389.11 | 5,706.21 | 5,543.54 | (317.10) | (5.56%) | (154.43) | (2.79%) |
| Services | 60,412.43 | 70,114.62 | 74,515.26 | (9,702.19) | (13.84%) | (14,102.83) | (18.93%) |
| Supplies | 4,992.16 | 766.28 | 1,464.52 | 4,225.88 | 551.48% | 3,527.64 | 240.87% |
| Travel | 13,691.30 | 7,228.96 | 13,005.00 | 6,462.34 | 89.40% | 686.30 | 5.28% |
| Leases, Rentals, & Licenses | 2,605.60 | 3,090.51 | 6,461.25 | (484.91) | (15.69%) | (3,855.65) | (59.67%) |
| Taxes, Dues, & Subscriptions | 517.50 | 1,761.00 | | (1,243.50) | (70.61%) | 517.50 | 0.00% |
| Depreciation, Cost of Goods Sold & Other | 34,947.53 | 74,022.64 | 60,717.17 | (39,075.11) | (52.79%) | (25,769.64) | (42.44%) |
| Total Expenses | 177,325.61 | 213,097.06 | 220,509.60 | (35,771.45) | (16.79%) | (43,183.99) | (19.58%) |
| Net Gain or (Loss) | (10,311.35) | (11,201.12) | (23,047.63) | 889.77 | (7.94%) | 12,736.28 | (55.26%) |

Society of American Archivists
Education
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 4,380.00 | 5,160.00 | 6,300.00 | (780.00) | (15.12%) | (1,920.00) | (30.48%) |
| Workshops | 375,623.50 | 327,440.18 | 381,562.00 | 48,183.32 | 14.72% | (5,938.50) | (1.56%) |
| Annual Meeting | | | | | 0.00% | | 0.00% |
| Publications & CD Sales | 405.00 | 815.00 | 480.00 | (410.00) | (50.31%) | (75.00) | (15.63%) |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | | | | | 0.00% | | 0.00% |
| Shipping, Handling, & Other | 28,685.00 | | | 28,685.00 | 0.00% | 28,685.00 | 0.00% |
| Total Income | 409,093.50 | 333,415.18 | 388,342.00 | 75,678.32 | 22.70% | 20,751.50 | 5.34% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 140,229.09 | 126,400.09 | 143,524.32 | 13,829.00 | 10.94% | (3,295.23) | (2.30%) |
| Office Occupancy & Utilities | 13,854.18 | 12,156.05 | 13,525.56 | 1,698.13 | 13.97% | 328.62 | 2.43% |
| Services | 111,670.53 | 82,111.83 | 93,445.26 | 29,558.70 | 36.00% | 18,225.27 | 19.50% |
| Supplies | 927.25 | 1,625.58 | 2,152.09 | (698.33) | (42.96%) | (1,224.84) | (56.91%) |
| Travel | 69,806.16 | 55,393.53 | 85,905.00 | 14,412.63 | 26.02% | (16,098.84) | (18.74%) |
| Leases, Rentals, & Licenses | 4,242.88 | 3,032.44 | 4,804.06 | 1,210.44 | 39.92% | (561.18) | (11.68%) |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 340,730.09 | 280,719.52 | 343,356.29 | 60,010.57 | 21.38% | (2,626.20) | (0.76%) |
| Net Gain or (Loss) | 68,363.41 | 52,695.66 | 44,985.71 | 15,667.75 | 29.73% | 23,377.70 | 51.97% |

Society of American Archivists
Career Services
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | 46,456.25 | 39,672.60 | 38,200.00 | 6,783.65 | 17.10% | 8,256.25 | 21.61% |
| 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 | 46,456.25 | 39,672.60 | 38,200.00 | 6,783.65 | 17.10% | 8,256.25 | 21.61% |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 3,578.28 | 2,772.56 | 2,903.10 | 805.72 | 29.06% | 675.18 | 23.26% |
| Office Occupancy & Utilities | 343.24 | 271.82 | 274.16 | 71.42 | 26.27% | 69.08 | 25.20% |
| Services | 14,384.39 | 12,556.46 | 14,679.95 | 1,827.93 | 14.56% | (295.56) | (2.01%) |
| Supplies | 0.01 | 27.11 | 22.15 | (27.10) | (99.96%) | (22.14) | (99.95%) |
| Travel | | | | | 0.00% | | 0.00% |
| Leases, Rentals, & Licenses | 48.01 | 48.39 | 79.25 | (0.38) | (0.79%) | (31.24) | (39.42%) |
| Taxes, Dues, & Subscriptions | | | | | 0.00% | | 0.00% |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 18,353.93 | 15,676.34 | 17,958.61 | 2,677.59 | 17.08% | 395.32 | 2.20% |
| Net Gain or (Loss) | 28,102.32 | 23,996.26 | 20,241.39 | 4,106.06 | 17.11% | 7,860.93 | 38.84% |

Society of American Archivists
Operational Expense Centers
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | | | | | 0.00% | | 0.00% |
| Workshops | | | 2,340.00 | | 0.00% | (2,340.00) | (100.00%) |
| Annual Meeting | | | | | 0.00% | | 0.00% |
| Publications & CD Sales | | | | | 0.00% | | 0.00% |
| Contributions | | | | | 0.00% | | 0.00% |
| Investments | 1,605.91 | 1,842.06 | 2,237.04 | (236.15) | (12.82%) | (631.13) | (28.21%) |
| Shipping, Handling, & Other | 66.48 | 801.01 | | (734.53) | (91.70%) | 66.48 | 0.00% |
| Total Income | 1,672.39 | 2,643.07 | 4,577.04 | (970.68) | (36.73%) | (2,904.65) | (63.46%) |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 270,368.84 | 248,610.35 | 252,510.85 | 21,758.49 | 8.75% | 17,857.99 | 7.07% |
| Office Occupancy & Utilities | 28,730.50 | 26,779.43 | 24,087.93 | 1,951.07 | 7.29% | 4,642.57 | 19.27% |
| Services | 169,610.49 | 124,685.94 | 140,821.87 | 44,924.55 | 36.03% | 28,788.62 | 20.44% |
| Supplies | 3,825.24 | 3,801.39 | 2,837.30 | 23.85 | 0.63% | 987.94 | 34.82% |
| Travel | 37,506.39 | 27,792.49 | 48,724.00 | 9,713.90 | 34.95% | (11,217.61) | (23.02%) |
| Leases, Rentals, & Licenses | 4,669.51 | 5,639.10 | 5,911.77 | (969.59) | (17.19%) | (1,242.26) | (21.01%) |
| Taxes, Dues, & Subscriptions | 19,411.77 | 23,218.80 | 20,646.00 | (3,807.03) | (16.40%) | (1,234.23) | (5.98%) |
| Depreciation, Cost of Goods Sold & Other | 45,008.71 | 58,074.29 | 35,219.54 | (13,065.58) | (22.50%) | 9,789.17 | 27.79% |
| Total Expenses | 579,131.45 | 518,601.79 | 530,759.26 | 60,529.66 | 11.67% | 48,372.19 | 9.11% |
| Net Gain or (Loss) | (577,459.06) | (515,958.72) | (526,182.22) | (61,500.34) | 11.92% | (51,276.84) | 9.75% |

Society of American Archivists
General & Administrative
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % 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 | 1,605.91 | 1,842.06 | 2,237.04 | (236.15) | (12.82%) | (631.13) | (28.21%) |
| Shipping, Handling, & Other | 66.48 | 801.01 | | (734.53) | (91.70%) | 66.48 | 0.00% |
| Total Income | 1,672.39 | 2,643.07 | 2,237.04 | (970.68) | (36.73%) | (564.65) | (25.24%) |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 159,529.13 | 162,353.68 | 150,641.50 | (2,824.55) | (1.74%) | 8,887.63 | 5.90% |
| Office Occupancy & Utilities | 15,532.59 | 16,768.45 | 14,497.62 | (1,235.86) | (7.37%) | 1,034.97 | 7.14% |
| Services | 126,131.82 | 102,703.51 | 99,045.59 | 23,428.31 | 22.81% | 27,086.23 | 27.35% |
| Supplies | 3,560.12 | 2,757.21 | 2,096.32 | 802.91 | 29.12% | 1,463.80 | 69.83% |
| Travel | 7,648.32 | 6,349.64 | 11,869.00 | 1,298.68 | 20.45% | (4,220.68) | (35.56%) |
| Leases, Rentals, & Licenses | 2,461.74 | 4,031.86 | 3,147.88 | (1,570.12) | (38.94%) | (686.14) | (21.80%) |
| Taxes, Dues, & Subscriptions | 7,698.00 | 11,331.58 | 11,256.00 | (3,633.58) | (32.07%) | (3,558.00) | (31.61%) |
| Depreciation, Cost of Goods Sold & Other | 45,008.71 | 58,074.29 | 35,219.54 | (13,065.58) | (22.50%) | 9,789.17 | 27.79% |
| Total Expenses | 367,570.43 | 364,370.22 | 327,773.45 | 3,200.21 | 0.88% | 39,796.98 | 12.14% |
| Net Gain or (Loss) | (365,898.04) | (361,727.15) | (325,536.41) | (4,170.89) | 1.15% | (40,361.63) | 12.40% |

Society of American Archivists
Governance
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % 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 | 69,125.99 | 58,550.11 | 58,014.39 | 10,575.88 | 18.06% | 11,111.60 | 19.15% |
| Office Occupancy & Utilities | 9,224.59 | 7,285.49 | 5,458.57 | 1,939.10 | 26.62% | 3,766.02 | 68.99% |
| Services | 29,957.54 | 19,619.34 | 21,697.83 | 10,338.20 | 52.69% | 8,259.71 | 38.07% |
| Supplies | 239.84 | 772.55 | 419.77 | (532.71) | (68.95%) | (179.93) | (42.86%) |
| Travel | 13,746.97 | 15,987.35 | 15,705.00 | (2,240.38) | (14.01%) | (1,958.03) | (12.47%) |
| Leases, Rentals, & Licenses | 1,501.99 | 1,123.28 | 1,572.33 | 378.71 | 33.71% | (70.34) | (4.47%) |
| Taxes, Dues, & Subscriptions | 3,713.77 | 4,387.22 | 4,390.00 | (673.45) | (15.35%) | (676.23) | (15.40%) |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 127,510.69 | 107,725.34 | 107,257.89 | 19,785.35 | 18.37% | 20,252.80 | 18.88% |
| Net Gain or (Loss) | (127,510.69) | (107,725.34) | (107,257.89) | (19,785.35) | 18.37% | (20,252.80) | 18.88% |

Society of American Archivists
Advocacy
For the Eight Months Ending February 28, 2015

| | Year-To-Date 02/28/15 | Year-To-Date 02/28/14 | Budget 02/28/15 | This Year Vs. Last Year $ Variance | This Year Vs. Last Year % Variance | This Year Vs. Budget $ Variance | This Year Vs. Budget % Variance |
|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | |
| Dues | | | | | 0.00% | | 0.00% |
| Subscriptions & Advertising | | | | | 0.00% | | 0.00% |
| Workshops | | | 2,340.00 | | 0.00% | (2,340.00) | (100.00%) |
| 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 | | | 2,340.00 | | 0.00% | (2,340.00) | (100.00%) |
| **Expenses** | | | | | | | |
| Salaries, Wages, & Benefits | 41,713.72 | 27,706.56 | 43,854.96 | 14,007.16 | 50.56% | (2,141.24) | (4.88%) |
| Office Occupancy & Utilities | 3,973.32 | 2,725.49 | 4,131.74 | 1,247.83 | 45.78% | (158.42) | (3.83%) |
| Services | 13,521.13 | 2,363.09 | 20,078.45 | 11,158.04 | 472.18% | (6,557.32) | (32.66%) |
| Supplies | 25.28 | 271.63 | 321.21 | (246.35) | (90.69%) | (295.93) | (92.13%) |
| Travel | 16,111.10 | 5,455.50 | 21,150.00 | 10,655.60 | 195.32% | (5,038.90) | (23.82%) |
| Leases, Rentals, & Licenses | 705.78 | 483.96 | 1,191.56 | 221.82 | 45.83% | (485.78) | (40.77%) |
| Taxes, Dues, & Subscriptions | 8,000.00 | 7,500.00 | 5,000.00 | 500.00 | 6.67% | 3,000.00 | 60.00% |
| Depreciation, Cost of Goods Sold & Other | | | | | 0.00% | | 0.00% |
| Total Expenses | 84,050.33 | 46,506.23 | 95,727.92 | 37,544.10 | 80.73% | (11,677.59) | (12.20%) |
| Net Gain or (Loss) | (84,050.33) | (46,506.23) | (93,387.92) | (37,544.10) | 80.73% | 9,337.59 | (10.00%) |