Agenda Item VI.D.1.

Society of American Archivists
Council Meeting
May 7-9, 2018
Chicago, Illinois

February 2018 Year-to-Date Financial Statements – FY 2018

(Prepared by Cheryl Stadel-Bevans and Peter Carlson)

Overview

For the month ending February 28, 2018, SAA posted a net gain of $233,196. This represents a favorable variance of 3,529.32%, as the budgeted gain for February was $6,425. Total revenues were higher than last year and budget by $108,441 (5.65%) and $68,433 (3.49%), respectively. Total expenses were lower than last year and budget by $80,493 (4.29%) and $158,338 (8.1%), respectively.

Balance Sheet

Cash and Investments balances exceeded last year by $239,264 (15.73%) and total deferred revenues are up over last year by $24,643 (3.41%). Membership deferred revenues were up by $7,232 (1.35%).

Income Statement

For the month ending February 28, 2018, SAA posted a net gain of $233,196. This net gain is better than last year and budget by $188,934 (426.85%) and $226,770 (3,529.32%), respectively. All cost centers except Publications and Education have higher-than-budgeted revenues, and Annual Meeting revenues exceeded last year and budget by $77,034 (11.01%) and $145,558 (23.06%), respectively. Expenses are lower than or at budget across all cost centers except Career Service (1.8% over budget). Expenses overall are $158,338 (8.1%) below budget due to timing issues and the cancellation of several courses.

Specific points of interest are as follows:

- **Membership:** Overall membership increased during February by 12 members (0.2%), and dues revenue exceeded last year and budget by 5.98% and 3.91%, respectively. Membership's net gain for February is better than last year and budget by $29,541 (5.26%) and $26,541 (4.75%), respectively. Deferred Revenues continued apace in February, exceeding last year by $7,232 (1.35%).

- **Periodicals:** The Journal's net loss as of February 28 was $52,872, varying favorably with budget by 4.23%. This variance results from revenue of $51,891, which is $2,871 (5.86%)

higher than budget. In addition, overall costs were 0.51% lower than budget. *Archival Outlook's* net loss of $77,833 is *lower* than last year and budget by $2,658 (3.3%) and $5,033 (6.07%), respectively.

- **Annual Meeting:** As of February 28, 2018, the Annual Meeting in Portland posted a net gain of $336,831, which is 66.83% ahead of last year's net gain and 107.32% better than budget. Total revenue exceeded budget estimates by $145,558 (23.06%), while expenses were under budget by $28,805 (6.14%).

- **Publications:** As of February 28, Publications showed a net loss of $37,314, which is $4,259 (12.88%) greater than last year's net loss of $33,055 and $4,280 (12.96%) greater than our budgeted net loss of $33,034. Publications' total revenue as of February 28 was lower than last year and budget by $11,247 (7.18%) and $27,075 (15.70%), respectively.

- **Education:** Education posted a net loss of $26,748 for the period ending February 28, 2018. This performance is better than last year by $7,667 (22.28%) and lower than budget by $46,504 (235.39%). Revenues for Education are down from last year and budget by $2,596 (0.85%) and $89,582 (22.79%), respectively. Expenditures in Education are lower than last year and budget by $10,263 (3.01%) and $43,078 (11.54%), respectively. This variance with budget reflects the cancellation of several courses in November and February as well as timing issues. Given the need to create new content during the last five months of the fiscal year, it is likely that Education expenses will exceed budget at fiscal yearend.

- **Career Services:** As of February 28, 2018, Career Services posted a net gain of $31,401, which is better than last year and budget by $4,999 (18.93%) and $3,870 (14.06%), respectively. Revenues are up over last year and budget by 12.43% and 8.93%, respectively. The variance with budget reflects a conservative outlook on hiring during the budgeting process.

- **General & Administrative:** The net loss in G&A for the period ending February 28 was $324,802, which is 3.59% less than last year's net loss and 10.58% less than the budgeted net loss of $363.212. The variance with budget is the result of cost savings for staff travel, payroll, and depreciation. In addition, the timing of some consulting expenses results in a variance with budget. It is expected that General & Administrative will come in very close to budget once all expenses are realized.

- **Governance:** As of February 28, Governance posted a net loss of $119,960, which is 3.82% lower than budgeted.

Society of American Archivists
Balance Sheet - Operations
Wednesday, February 28, 2018

	Fiscal 2018	Fiscal 2017	$ Variance	% Variance
Assets				
Cash & Investments	$1,760,220.39	$1,520,956.00	$239,264.39	15.73%
Accounts Receivable	17,012.64	28,427.81	(11,415.17)	(40.15%)
Equipment	41,312.78	40,000.29	1,312.49	3.28%
Deposits	8,079.98	9,613.08	(1,533.10)	(15.95%)
Inventory	82,978.58	87,843.45	(4,864.87)	(5.54%)
Prepaid Expenses	87,537.33	90,879.37	(3,342.04)	(3.68%)
Due From Operations	32,700.61		32,700.61	(100.00%)
Due From Foundation	419,941.33	431,170.98	(11,229.65)	(2.60%)
Cash Clearing		5,022.31	(5,022.31)	(100.00%)
Total Assets	2,449,783.64	2,213,913.29	235,870.35	10.65%
Liabilities				
Accounts Payable	19,158.55	3,634.38	15,524.17	427.15%
Salaries and Wages Payable	49,878.76	47,669.19	2,209.57	4.64%
Deferred Revenues				
Annual Meeting		329.00	(329.00)	(100.00%)
Subscriptions	84,869.50	84,894.75	(25.25)	(0.03%)
Membership	541,744.11	534,512.60	7,231.51	1.35%
Education	47,757.00	35,171.12	12,585.88	35.78%
Sponsors				(100.00%)
Advertising	3,030.00	4,648.00	(1,618.00)	(34.81%)
Exhibitors	66,420.00	60,300.00	6,120.00	10.15%
Consultants	3,076.30	2,398.00	678.30	28.29%
Total Deferred Revenues	746,896.91	722,253.47	24,643.44	3.41%
Due to Council-Directed Funds	663,998.19	624,716.11	39,282.08	6.29%
Due To Foundation	15,583.20	63,504.94	(47,921.74)	(75.46%)
Deferred Rent	16,777.58	3,581.26	13,196.32	368.48%
Total Liabilities	1,512,293.19	1,465,359.35	46,933.84	3.20%
Net Assets				
Fund Balance	704,294.66	704,292.01	2.65	0.00%
Net Gain or Loss	233,195.79	44,261.93	188,933.86	426.85%
Total Net Assets	937,490.45	748,553.94	188,936.51	25.24%
Total Liabilities and Net Assets	2,449,783.64	2,213,913.29	235,870.35	10.65%

SOCIETY OF AMERICAN ARCHIVISTS
SAA Net Gain Or Loss By Cost Center
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Operations							
Membership	$585,825.81	$556,545.78	$559,284.89	$29,280.03	5.26%	$26,540.92	4.75%
Annual Meeting	336,831.27	201,926.69	162,467.62	134,904.58	66.81%	174,363.65	107.32%
Publications	(37,313.88)	(33,054.97)	(33,034.15)	(4,258.91)	12.88%	(4,279.73)	12.96%
Education	(26,747.63)	(34,414.39)	19,756.69	7,666.76	(22.28%)	(46,504.32)	(235.39%)
Career Services	31,401.38	26,402.14	27,530.89	4,999.24	18.93%	3,870.49	14.06%
American Archivist	(52,871.82)	(43,237.37)	(55,207.99)	(9,634.45)	22.28%	2,336.17	(4.23%)
Archival Outlook	(77,832.69)	(80,491.08)	(82,865.35)	2,658.39	(3.30%)	5,032.66	(6.07%)
General & Administrative	(324,801.61)	(336,908.49)	(363,212.34)	12,106.88	(3.59%)	38,410.73	(10.58%)
Advocacy	(81,335.50)	(85,212.11)	(103,575.28)	3,876.61	(4.55%)	22,239.78	(21.47%)
Governance	(119,959.54)	(127,294.27)	(124,719.65)	7,334.73	(5.76%)	4,760.11	(3.82%)
Total Net Gain/(Loss)	233,195.79	44,261.93	6,425.33	188,933.86	426.85%	226,770.46	3,529.32%

SOCIETY OF AMERICAN ARCHIVISTS
Income Statement by Cost Center
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Revenues							
Membership	$667,313.50	$629,032.99	$641,352.87	$38,280.51	6.09%	$25,960.63	4.05%
Annual Meeting	776,872.43	699,838.50	631,314.17	77,033.93	11.01%	145,558.26	23.06%
Publications	145,371.08	156,618.32	172,446.08	(11,247.24)	(7.18%)	(27,075.00)	(15.70%)
Education	303,463.55	306,059.63	393,045.36	(2,596.08)	(0.85%)	(89,581.81)	(22.79%)
Career Services	51,571.20	45,868.23	47,344.46	5,702.97	12.43%	4,226.74	8.93%
American Archivist	51,891.00	50,860.00	49,020.00	1,031.00	2.03%	2,871.00	5.86%
Archival Outlook	18,732.37	22,280.16	16,581.85	(3,547.79)	(15.92%)	2,150.52	12.97%
General & Administrative	13,810.28	10,026.88	9,488.00	3,783.40	37.73%	4,322.28	45.56%
Total Revenues	2,029,025.41	1,920,584.71	1,960,592.79	108,440.70	5.65%	68,432.62	3.49%
Expenses							
Membership	81,487.69	72,487.21	82,067.98	9,000.48	12.42%	(580.29)	(0.71%)
Annual Meeting	440,041.16	497,911.81	468,846.55	(57,870.65)	(11.62%)	(28,805.39)	(6.14%)
Publications	182,684.96	189,673.29	205,480.23	(6,988.33)	(3.68%)	(22,795.27)	(11.09%)
Education	330,211.18	340,474.02	373,288.67	(10,262.84)	(3.01%)	(43,077.49)	(11.54%)
Career Services	20,169.82	19,466.09	19,813.57	703.73	3.62%	356.25	1.80%
American Archivist	104,762.82	94,097.37	104,227.99	10,665.45	11.33%	534.83	0.51%
Archival Outlook	96,565.06	102,771.24	99,447.20	(6,206.18)	(6.04%)	(2,882.14)	(2.90%)
General & Administrative	338,611.89	346,935.37	372,700.34	(8,323.48)	(2.40%)	(34,088.45)	(9.15%)
Advocacy	81,335.50	85,212.11	103,575.28	(3,876.61)	(4.55%)	(22,239.78)	(21.47%)
Governance	119,959.54	127,294.27	124,719.65	(7,334.73)	(5.76%)	(4,760.11)	(3.82%)
Total Expenses	1,795,829.62	1,876,322.78	1,954,167.46	(80,493.16)	(4.29%)	(158,337.84)	(8.10%)
Total Net Gain/(Loss)	233,195.79	44,261.93	6,425.33	188,933.86	426.85%	226,770.46	3,529.32%

Society of American Archivists
Consolidated Statement of Activities
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$665,621.90	$628,060.99	$640,602.87	$37,560.91	5.98%	$25,019.03	3.91%
Subscriptions & Advertising	130,435.58	124,709.39	115,896.31	5,726.19	4.59%	14,539.27	12.55%
Workshops	302,923.55	303,879.63	393,045.36	(956.08)	(0.31%)	(90,121.81)	(22.93%)
Annual Meeting	767,240.43	672,330.25	625,514.17	94,910.18	14.12%	141,726.26	22.66%
Publications & CD Sales	128,485.77	132,888.49	149,811.27	(4,402.72)	(3.31%)	(21,325.50)	(14.23%)
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	13,810.28	9,980.40	9,488.00	3,829.88	38.37%	4,322.28	45.56%
Shipping, Handling, & Other	20,507.90	48,715.56	26,234.81	(28,207.66)	(57.90%)	(5,726.91)	(21.83%)
Total Income	2,029,025.41	1,920,584.71	1,960,592.79	108,440.70	5.65%	68,432.62	3.49%
Expenses							
Salaries, Wages, & Benefits	697,119.20	707,789.00	734,692.74	(10,669.80)	(1.51%)	(37,573.54)	(5.11%)
Office Occupancy & Utilities	72,387.36	69,402.00	75,839.11	2,985.36	4.30%	(3,451.75)	(4.55%)
Services	725,067.82	743,553.92	740,038.96	(18,486.10)	(2.49%)	(14,971.14)	(2.02%)
Supplies	9,033.31	13,466.33	7,117.11	(4,433.02)	(32.92%)	1,916.20	26.92%
Travel	101,634.51	107,909.01	153,125.64	(6,274.50)	(5.81%)	(51,491.13)	(33.63%)
Leases, Rentals, & Licenses	18,763.28	30,618.94	35,389.36	(11,855.66)	(38.72%)	(16,626.08)	(46.98%)
Taxes, Dues, & Subscriptions	(12,926.93)	44,110.00	23,180.00	(57,036.93)	(129.31%)	(36,106.93)	(155.77%)
Depreciation, Cost of Goods Sold & Other	184,751.07	159,473.58	184,784.54	25,277.49	15.85%	(33.47)	(0.02%)
Total Expenses	1,795,829.62	1,876,322.78	1,954,167.46	(80,493.16)	(4.29%)	(158,337.84)	(8.10%)
Net Gain or (Loss)	233,195.79	44,261.93	6,425.33	188,933.86	426.85%	226,770.46	3,529.32%

Society of American Archivists
Membership and Periodicals
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$665,621.90	$628,060.99	$640,602.87	$37,560.91	5.98%	$25,019.03	3.91%
Subscriptions & Advertising	69,232.38	71,558.16	64,201.85	(2,325.78)	(3.25%)	5,030.53	7.84%
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	3,082.59	2,554.00	2,150.00	528.59	20.70%	932.59	43.38%
Total Income	737,936.87	702,173.15	706,954.72	35,763.72	5.09%	30,982.15	4.38%
Expenses							
Salaries, Wages, & Benefits	115,569.85	115,550.19	122,225.73	19.66	0.02%	(6,655.88)	(5.45%)
Office Occupancy & Utilities	11,450.23	11,124.89	12,210.60	325.34	2.92%	(760.37)	(6.23%)
Services	137,631.40	139,235.14	136,928.06	(1,603.74)	(1.15%)	703.34	0.51%
Supplies	1,618.31	189.81	1,696.24	1,428.50	752.59%	(77.93)	(4.59%)
Travel	9,481.30		6,420.00	9,481.30	0.00%	3,061.30	47.68%
Leases, Rentals, & Licenses	1,644.55	1,447.99	2,795.87	196.56	13.57%	(1,151.32)	(41.18%)
Taxes, Dues, & Subscriptions	616.67	35.00	300.00	581.67	1,661.91%	316.67	105.56%
Depreciation, Cost of Goods Sold & Other	4,803.26	1,772.80	3,166.67	3,030.46	170.94%	1,636.59	51.68%
Total Expenses	282,815.57	269,355.82	285,743.17	13,459.75	5.00%	(2,927.60)	(1.02%)
Net Gain or (Loss)	455,121.30	432,817.33	421,211.55	22,303.97	5.15%	33,909.75	8.05%

Society of American Archivists
Membership
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues	$665,621.90	$628,060.99	$640,602.87	$37,560.91	5.98%	$25,019.03	3.91%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	1,691.60	972.00	750.00	719.60	74.03%	941.60	125.55%
Total Income	667,313.50	629,032.99	641,352.87	38,280.51	6.09%	25,960.63	4.05%
Expenses							
Salaries, Wages, & Benefits	59,118.36	56,371.85	62,548.13	2,746.51	4.87%	(3,429.77)	(5.48%)
Office Occupancy & Utilities	5,804.24	5,416.76	6,243.30	387.48	7.15%	(439.06)	(7.03%)
Services	9,315.41	8,055.30	7,324.19	1,260.11	15.64%	1,991.22	27.19%
Supplies	1,548.98	164.69	1,355.93	1,384.29	840.54%	193.05	14.24%
Travel							
Leases, Rentals, & Licenses	897.44	705.81	1,429.76	191.63	27.15%	(532.32)	(37.23%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	4,803.26	1,772.80	3,166.67	3,030.46	170.94%	1,636.59	51.68%
Total Expenses	81,487.69	72,487.21	82,067.98	9,000.48	12.42%	(580.29)	(0.71%)
Net Gain or (Loss)	585,825.81	556,545.78	559,284.89	29,280.03	5.26%	26,540.92	4.75%

Society of American Archivists
Periodicals (AA & AO)
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	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	69,232.38	71,558.16	64,201.85	(2,325.78)	(3.25%)	5,030.53	7.84%
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	1,390.99	1,582.00	1,400.00	(191.01)	(12.07%)	(9.01)	(0.64%)
Total Income	70,623.37	73,140.16	65,601.85	(2,516.79)	(3.44%)	5,021.52	7.65%
Expenses							
Salaries, Wages, & Benefits	56,451.49	59,178.34	59,677.60	(2,726.85)	(4.61%)	(3,226.11)	(5.41%)
Office Occupancy & Utilities	5,645.99	5,708.13	5,967.30	(62.14)	(1.09%)	(321.31)	(5.38%)
Services	128,315.99	131,179.84	129,603.87	(2,863.85)	(2.18%)	(1,287.88)	(0.99%)
Supplies	69.33	25.12	340.31	44.21	176.00%	(270.98)	(79.63%)
Travel	9,481.30		6,420.00	9,481.30	0.00%	3,061.30	47.68%
Leases, Rentals, & Licenses	747.11	742.18	1,366.11	4.93	0.66%	(619.00)	(45.31%)
Taxes, Dues, & Subscriptions	616.67	35.00	300.00	581.67	1,661.91%	316.67	105.56%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	201,327.88	196,868.61	203,675.19	4,459.27	2.27%	(2,347.31)	(1.15%)
Net Gain or (Loss)	(130,704.51)	(123,728.45)	(138,073.34)	(6,976.06)	5.64%	7,368.83	(5.34%)

Society of American Archivists
American Archivist
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	51,851.00	50,828.00	49,020.00	1,023.00	2.01%	2,831.00	5.78%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	40.00	32.00		8.00	25.00%	40.00	0.00%
Total Income	51,891.00	50,860.00	49,020.00	1,031.00	2.03%	2,871.00	5.86%
Expenses							
Salaries, Wages, & Benefits	25,933.56	29,590.89	27,415.66	(3,657.33)	(12.36%)	(1,482.10)	(5.41%)
Office Occupancy & Utilities	2,633.35	2,855.68	2,746.62	(222.33)	(7.79%)	(113.27)	(4.12%)
Services	65,992.49	61,269.54	66,860.43	4,722.95	7.71%	(867.94)	(1.30%)
Supplies	69.33	10.36	156.68	58.97	569.21%	(87.35)	(55.75%)
Travel	9,481.30		6,420.00	9,481.30	0.00%	3,061.30	47.68%
Leases, Rentals, & Licenses	344.45	370.90	628.60	(26.45)	(7.13%)	(284.15)	(45.20%)
Taxes, Dues, & Subscriptions	308.34			308.34	0.00%	308.34	0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	104,762.82	94,097.37	104,227.99	10,665.45	11.33%	534.83	0.51%
Net Gain or (Loss)	(52,871.82)	(43,237.37)	(55,207.99)	(9,634.45)	22.28%	2,336.17	(4.23%)

Society of American Archivists
Archival Outlook
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	17,381.38	20,730.16	15,181.85	(3,348.78)	(16.15%)	2,199.53	14.49%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	1,350.99	1,550.00	1,400.00	(199.01)	(12.84%)	(49.01)	(3.50%)
Total Income	18,732.37	22,280.16	16,581.85	(3,547.79)	(15.92%)	2,150.52	12.97%
Expenses							
Salaries, Wages, & Benefits	30,517.93	29,587.45	32,261.94	930.48	3.14%	(1,744.01)	(5.41%)
Office Occupancy & Utilities	3,012.64	2,852.45	3,220.68	160.19	5.62%	(208.04)	(6.46%)
Services	62,323.50	69,910.30	62,743.44	(7,586.80)	(10.85%)	(419.94)	(0.67%)
Supplies		14.76	183.63	(14.76)	(100.00%)	(183.63)	(100.00%)
Travel							
Leases, Rentals, & Licenses	402.66	371.28	737.51	31.38	8.45%	(334.85)	(45.40%)
Taxes, Dues, & Subscriptions	308.33	35.00	300.00	273.33	780.94%	8.33	2.78%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	96,565.06	102,771.24	99,447.20	(6,206.18)	(6.04%)	(2,882.14)	(2.90%)
Net Gain or (Loss)	(77,832.69)	(80,491.08)	(82,865.35)	2,658.39	(3.30%)	5,032.66	(6.07%)

Society of American Archivists
Operational Revenue Centers
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	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	61,203.20	53,151.23	51,694.46	8,051.97	15.15%	9,508.74	18.39%
Workshops	302,923.55	303,879.63	393,045.36	(956.08)	(0.31%)	(90,121.81)	(22.93%)
Annual Meeting	767,240.43	672,330.25	625,514.17	94,910.18	14.12%	141,726.26	22.66%
Publications & CD Sales	128,485.77	132,888.49	149,811.27	(4,402.72)	(3.31%)	(21,325.50)	(14.23%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	17,425.31	46,135.08	24,084.81	(28,709.77)	(62.23%)	(6,659.50)	(27.65%)
Total Income	1,277,278.26	1,208,384.68	1,244,150.07	68,893.58	5.70%	33,128.19	2.66%
Expenses							
Salaries, Wages, & Benefits	302,246.20	304,454.59	319,082.60	(2,208.39)	(0.73%)	(16,836.40)	(5.28%)
Office Occupancy & Utilities	31,891.10	30,264.26	32,652.90	1,626.84	5.38%	(761.80)	(2.33%)
Services	448,035.83	455,546.75	441,637.65	(7,510.92)	(1.65%)	6,398.18	1.45%
Supplies	4,178.05	8,836.17	3,066.27	(4,658.12)	(52.72%)	1,111.78	36.26%
Travel	57,806.16	84,103.11	99,946.64	(26,296.95)	(31.27%)	(42,140.48)	(42.16%)
Leases, Rentals, & Licenses	12,682.72	25,622.62	26,820.58	(12,939.90)	(50.50%)	(14,137.86)	(52.71%)
Taxes, Dues, & Subscriptions	(29,030.59)	16,675.00		(45,705.59)	(274.10%)	(29,030.59)	0.00%
Depreciation, Cost of Goods Sold & Other	145,297.65	122,022.71	144,222.38	23,274.94	19.07%	1,075.27	0.75%
Total Expenses	973,107.12	1,047,525.21	1,067,429.02	(74,418.09)	(7.10%)	(94,321.90)	(8.84%)
Net Gain or (Loss)	304,171.14	160,859.47	176,721.05	143,311.67	89.09%	127,450.09	72.12%

Society of American Archivists
Annual Meeting
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	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	9,632.00	7,283.00	4,350.00	2,349.00	32.25%	5,282.00	121.43%
Workshops					0.00%		0.00%
Annual Meeting	767,240.43	672,330.25	625,514.17	94,910.18	14.12%	141,726.26	22.66%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		20,225.25	1,450.00	(20,225.25)	(100.00%)	(1,450.00)	(100.00%)
Total Income	776,872.43	699,838.50	631,314.17	77,033.93	11.01%	145,558.26	23.06%
Expenses							
Salaries, Wages, & Benefits	76,776.63	82,986.30	80,909.71	(6,209.67)	(7.48%)	(4,133.08)	(5.11%)
Office Occupancy & Utilities	9,373.61	8,151.89	8,080.57	1,221.72	14.99%	1,293.04	16.00%
Services	262,455.81	278,159.69	255,393.23	(15,703.88)	(5.65%)	7,062.58	2.77%
Supplies	1,061.63	3,933.14	1,610.92	(2,871.51)	(73.01%)	(549.29)	(34.10%)
Travel	12,397.16	11,250.65	18,120.00	1,146.51	10.19%	(5,722.84)	(31.58%)
Leases, Rentals, & Licenses	6,628.44	16,134.60	13,629.36	(9,506.16)	(58.92%)	(7,000.92)	(51.37%)
Taxes, Dues, & Subscriptions	(29,356.64)	16,675.00		(46,031.64)	(276.05%)	(29,356.64)	0.00%
Depreciation, Cost of Goods Sold & Other	100,704.52	80,620.54	91,102.76	20,083.98	24.91%	9,601.76	10.54%
Total Expenses	440,041.16	497,911.81	468,846.55	(57,870.65)	(11.62%)	(28,805.39)	(6.14%)
Net Gain or (Loss)	336,831.27	201,926.69	162,467.62	134,904.58	66.81%	174,363.65	107.32%

Society of American Archivists
Annual Meeting - Atlanta 2016
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising		7,283.00		(7,283.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		672,330.25		(672,330.25)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		20,225.25		(20,225.25)	(100.00%)		0.00%
Total Income		699,838.50		(699,838.50)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		45,991.40		(45,991.40)	(100.00%)		0.00%
Office Occupancy & Utilities		4,678.73		(4,678.73)	(100.00%)		0.00%
Services		256,088.51		(256,088.51)	(100.00%)		0.00%
Supplies		3,928.33		(3,928.33)	(100.00%)		0.00%
Travel		3,380.59		(3,380.59)	(100.00%)		0.00%
Leases, Rentals, & Licenses		15,602.82		(15,602.82)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		16,675.00		(16,675.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		151,566.43		(151,566.43)	(100.00%)		0.00%
Total Expenses		497,911.81		(497,911.81)	(100.00%)		0.00%
Net Gain or (Loss)		201,926.69		(201,926.69)	(100.00%)		0.00%

Society of American Archivists
Annual Meeting - Portland 2017
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	9,632.00		4,350.00	9,632.00	0.00%	5,282.00	121.43%
Workshops							
Annual Meeting	767,240.43		625,514.17	767,240.43	0.00%	141,726.26	22.66%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			1,450.00		0.00%	(1,450.00)	(100.00%)
Total Income	776,872.43		631,314.17	776,872.43	0.00%	145,558.26	23.06%
Expenses							
Salaries, Wages, & Benefits	48,144.24	35,195.83	50,395.04	12,948.41	36.79%	(2,250.80)	(4.47%)
Office Occupancy & Utilities	6,591.86	3,298.44	5,065.23	3,293.42	99.85%	1,526.63	30.14%
Services	236,761.98	21,957.48	229,436.33	214,804.50	978.27%	7,325.65	3.19%
Supplies	1,061.63	3.99	1,439.41	1,057.64	26,507.27%	(377.78)	(26.25%)
Travel	(145.22)	7,870.06	5,360.00	(8,015.28)	(101.85%)	(5,505.22)	(102.71%)
Leases, Rentals, & Licenses	6,239.62	508.88	12,937.08	5,730.74	1,126.15%	(6,697.46)	(51.77%)
Taxes, Dues, & Subscriptions	(29,356.64)			(29,356.64)	0.00%	(29,356.64)	0.00%
Depreciation, Cost of Goods Sold & Other	170,743.69	(68,834.68)	164,213.48	239,578.37	(348.05%)	6,530.21	3.98%
Total Expenses	440,041.16		468,846.57	440,041.16	0.00%	(28,805.41)	(6.14%)
Net Gain or (Loss)	336,831.27		162,467.60	336,831.27	0.00%	174,363.67	107.32%

Society of American Archivists
Annual Meeting - Washington 2018
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	28,632.39	1,799.07	30,514.67	26,833.32	1,491.51%	(1,882.28)	(6.17%)
Office Occupancy & Utilities	2,781.75	174.72	3,015.34	2,607.03	1,492.12%	(233.59)	(7.75%)
Services	22,543.83	113.70	25,316.90	22,430.13	19,727.47%	(2,773.07)	(10.95%)
Supplies		0.82	171.51	(0.82)	(100.00%)	(171.51)	(100.00%)
Travel	12,542.38		12,160.00	12,542.38	0.00%	382.38	3.14%
Leases, Rentals, & Licenses	388.82	22.90	692.28	365.92	1,597.90%	(303.46)	(43.83%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(66,889.17)	(2,111.21)	(71,870.72)	(64,777.96)	3,068.29%	4,981.55	(6.93%)
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
Annual Meeting - Austin 2019
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits							
Office Occupancy & Utilities							
Services	3,150.00		640.00	3,150.00	0.00%	2,510.00	392.19%
Supplies							
Travel			600.00		0.00%	(600.00)	(100.00%)
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(3,150.00)		(1,240.00)	(3,150.00)	0.00%	(1,910.00)	154.03%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales	128,485.77	132,793.49	149,811.27	(4,307.72)	(3.24%)	(21,325.50)	(14.23%)
Contributions							
Investments							
Shipping, Handling, & Other	16,885.31	23,824.83	22,634.81	(6,939.52)	(29.13%)	(5,749.50)	(25.40%)
Total Income	145,371.08	156,618.32	172,446.08	(11,247.24)	(7.18%)	(27,075.00)	(15.70%)
Expenses							
Salaries, Wages, & Benefits	58,493.67	56,743.50	61,894.15	1,750.17	3.08%	(3,400.48)	(5.49%)
Office Occupancy & Utilities	5,781.99	5,726.23	6,176.28	55.76	0.97%	(394.29)	(6.38%)
Services	64,710.59	67,343.35	67,933.66	(2,632.76)	(3.91%)	(3,223.07)	(4.74%)
Supplies	2,470.42	3,937.39	352.13	(1,466.97)	(37.26%)	2,118.29	601.56%
Travel	3,379.37	9,158.88	8,680.00	(5,779.51)	(63.10%)	(5,300.63)	(61.07%)
Leases, Rentals, & Licenses	2,929.74	7,023.17	7,324.39	(4,093.43)	(58.28%)	(4,394.65)	(60.00%)
Taxes, Dues, & Subscriptions	326.05			326.05	0.00%	326.05	0.00%
Depreciation, Cost of Goods Sold & Other	44,593.13	39,740.77	53,119.62	4,852.36	12.21%	(8,526.49)	(16.05%)
Total Expenses	182,684.96	189,673.29	205,480.23	(6,988.33)	(3.68%)	(22,795.27)	(11.09%)
Net Gain or (Loss)	(37,313.88)	(33,054.97)	(33,034.15)	(4,258.91)	12.88%	(4,279.73)	12.96%

Society of American Archivists
Education
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops	302,923.55	303,879.63	393,045.36	(956.08)	(0.31%)	(90,121.81)	(22.93%)
Annual Meeting							
Publications & CD Sales		95.00		(95.00)	(100.00%)		0.00%
Contributions							
Investments							
Shipping, Handling, & Other	540.00	2,085.00		(1,545.00)	(74.10%)	540.00	0.00%
Total Income	303,463.55	306,059.63	393,045.36	(2,596.08)	(0.85%)	(89,581.81)	(22.79%)
Expenses							
Salaries, Wages, & Benefits	164,529.25	161,547.20	173,731.57	2,982.05	1.85%	(9,202.32)	(5.30%)
Office Occupancy & Utilities	16,479.81	16,080.18	18,141.24	399.63	2.49%	(1,661.43)	(9.16%)
Services	103,910.23	95,378.41	102,986.04	8,531.82	8.95%	924.19	0.90%
Supplies	646.00	964.71	1,088.68	(318.71)	(33.04%)	(442.68)	(40.66%)
Travel	41,554.23	62,416.97	71,532.64	(20,862.74)	(33.42%)	(29,978.41)	(41.91%)
Leases, Rentals, & Licenses	3,091.66	2,425.15	5,808.50	666.51	27.48%	(2,716.84)	(46.77%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other		1,661.40		(1,661.40)	(100.00%)		0.00%
Total Expenses	330,211.18	340,474.02	373,288.67	(10,262.84)	(3.01%)	(43,077.49)	(11.54%)
Net Gain or (Loss)	(26,747.63)	(34,414.39)	19,756.69	7,666.76	(22.28%)	(46,504.32)	(235.39%)

Society of American Archivists
Career Services
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	51,571.20	45,868.23	47,344.46	5,702.97	12.43%	4,226.74	8.93%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	51,571.20	45,868.23	47,344.46	5,702.97	12.43%	4,226.74	8.93%
Expenses							
Salaries, Wages, & Benefits	2,446.65	3,177.59	2,547.17	(730.94)	(23.00%)	(100.52)	(3.95%)
Office Occupancy & Utilities	255.69	305.96	254.81	(50.27)	(16.43%)	0.88	0.35%
Services	16,959.20	14,665.30	15,324.72	2,293.90	15.64%	1,634.48	10.67%
Supplies		0.93	14.54	(0.93)	(100.00%)	(14.54)	(100.00%)
Travel	475.40	1,276.61	1,614.00	(801.21)	(62.76%)	(1,138.60)	(70.55%)
Leases, Rentals, & Licenses	32.88	39.70	58.33	(6.82)	(17.18%)	(25.45)	(43.63%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	20,169.82	19,466.09	19,813.57	703.73	3.62%	356.25	1.80%
Net Gain or (Loss)	31,401.38	26,402.14	27,530.89	4,999.24	18.93%	3,870.49	14.06%

Society of American Archivists
Operational Expense Centers
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	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		20.00		(20.00)	(100.00%)		0.00%
Investments	13,810.28	9,980.40	9,488.00	3,829.88	38.37%	4,322.28	45.56%
Shipping, Handling, & Other		26.48		(26.48)	(100.00%)		0.00%
Total Income	13,810.28	10,026.88	9,488.00	3,783.40	37.73%	4,322.28	45.56%
Expenses							
Salaries, Wages, & Benefits	279,303.15	287,784.22	293,384.41	(8,481.07)	(2.95%)	(14,081.26)	(4.80%)
Office Occupancy & Utilities	29,046.03	28,012.85	30,975.61	1,033.18	3.69%	(1,929.58)	(6.23%)
Services	139,400.59	148,772.03	161,473.25	(9,371.44)	(6.30%)	(22,072.66)	(13.67%)
Supplies	3,236.95	4,440.35	2,354.60	(1,203.40)	(27.10%)	882.35	37.47%
Travel	34,347.05	23,805.90	46,759.00	10,541.15	44.28%	(12,411.95)	(26.54%)
Leases, Rentals, & Licenses	4,436.01	3,548.33	5,772.91	887.68	25.02%	(1,336.90)	(23.16%)
Taxes, Dues, & Subscriptions	15,486.99	27,400.00	22,880.00	(11,913.01)	(43.48%)	(7,393.01)	(32.31%)
Depreciation, Cost of Goods Sold & Other	34,650.16	35,678.07	37,395.49	(1,027.91)	(2.88%)	(2,745.33)	(7.34%)
Total Expenses	539,906.93	559,441.75	600,995.27	(19,534.82)	(3.49%)	(61,088.34)	(10.16%)
Net Gain or (Loss)	(526,096.65)	(549,414.87)	(591,507.27)	23,318.22	(4.24%)	65,410.62	(11.06%)

Society of American Archivists
General & Administrative
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions		20.00		(20.00)	(100.00%)		0.00%
Investments	13,810.28	9,980.40	9,488.00	3,829.88	38.37%	4,322.28	45.56%
Shipping, Handling, & Other		26.48		(26.48)	(100.00%)		0.00%
Total Income	13,810.28	10,026.88	9,488.00	3,783.40	37.73%	4,322.28	45.56%
Expenses							
Salaries, Wages, & Benefits	163,207.94	173,533.62	170,740.86	(10,325.68)	(5.95%)	(7,532.92)	(4.41%)
Office Occupancy & Utilities	16,531.27	16,086.11	17,355.30	445.16	2.77%	(824.03)	(4.75%)
Services	113,929.09	100,420.58	121,460.65	13,508.51	13.45%	(7,531.56)	(6.20%)
Supplies	2,891.78	3,816.66	1,656.13	(924.88)	(24.23%)	1,235.65	74.61%
Travel	3,905.98	2,724.52	12,174.00	1,181.46	43.36%	(8,268.02)	(67.92%)
Leases, Rentals, & Licenses	2,898.68	2,085.81	2,967.91	812.87	38.97%	(69.23)	(2.33%)
Taxes, Dues, & Subscriptions	596.99	12,590.00	8,950.00	(11,993.01)	(95.26%)	(8,353.01)	(93.33%)
Depreciation, Cost of Goods Sold & Other	34,650.16	35,678.07	37,395.49	(1,027.91)	(2.88%)	(2,745.33)	(7.34%)
Total Expenses	338,611.89	346,935.37	372,700.34	(8,323.48)	(2.40%)	(34,088.45)	(9.15%)
Net Gain or (Loss)	(324,801.61)	(336,908.49)	(363,212.34)	12,106.88	(3.59%)	38,410.73	(10.58%)

Society of American Archivists
Governance
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	66,935.64	62,460.41	70,676.10	4,475.23	7.16%	(3,740.46)	(5.29%)
Office Occupancy & Utilities	7,591.58	6,942.24	8,433.08	649.34	9.35%	(841.50)	(9.98%)
Services	21,034.36	39,027.70	22,860.63	(17,993.34)	(46.10%)	(1,826.27)	(7.99%)
Supplies	345.17	600.25	402.77	(255.08)	(42.50%)	(57.60)	(14.30%)
Travel	20,277.78	14,640.78	18,800.00	5,637.00	38.50%	1,477.78	7.86%
Leases, Rentals, & Licenses	885.01	812.89	1,617.07	72.12	8.87%	(732.06)	(45.27%)
Taxes, Dues, & Subscriptions	2,890.00	2,810.00	1,930.00	80.00	2.85%	960.00	49.74%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	119,959.54	127,294.27	124,719.65	(7,334.73)	(5.76%)	(4,760.11)	(3.82%)
Net Gain or (Loss)	(119,959.54)	(127,294.27)	(124,719.65)	7,334.73	(5.76%)	4,760.11	(3.82%)

Society of American Archivists
Advocacy
For the Eight Months Ending Wednesday, February 28, 2018

	Year-To-Date 2/28/2018	Year-To-Date 2/28/2017	Budget 2/28/2018	This Year Vs. Last Year $ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget $ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	49,159.57	51,790.19	51,967.45	(2,630.62)	(5.08%)	(2,807.88)	(5.40%)
Office Occupancy & Utilities	4,923.18	4,984.50	5,187.23	(61.32)	(1.23%)	(264.05)	(5.09%)
Services	4,437.14	9,323.75	17,151.97	(4,886.61)	(52.41%)	(12,714.83)	(74.13%)
Supplies		23.44	295.70	(23.44)	(100.00%)	(295.70)	(100.00%)
Travel	10,163.29	6,440.60	15,785.00	3,722.69	57.80%	(5,621.71)	(35.61%)
Leases, Rentals, & Licenses	652.32	649.63	1,187.93	2.69	0.41%	(535.61)	(45.09%)
Taxes, Dues, & Subscriptions	12,000.00	12,000.00	12,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
Total Expenses	81,335.50	85,212.11	103,575.28	(3,876.61)	(4.55%)	(22,239.78)	(21.47%)
Net Gain or (Loss)	(81,335.50)	(85,212.11)	(103,575.28)	3,876.61	(4.55%)	22,239.78	(21.47%)