

**Society of American Archivists
Council Meeting
January 25 - 27, 2012
Chicago, Illinois**

**Treasurer's Report:
Financial Review July 1, 2011 – December 31, 2011**

Overview

For the six months ending December 31, SAA posted a net gain of \$30,181.36. This exceeds budget by \$10,633.15, but is, after factoring out FY11 investment gains, \$55,836.90 less than last year's net gain. The Operational Revenue Centers' (Membership, Annual Meeting, Publications, Education, and Career Services) net gain was \$67,285.03 (12.35%) less than in FY11. The Annual Meeting's net gain exceeded budget by \$76,022.22. Despite this, the Operational Revenue Centers' net gain as a whole fell short of budget by \$15,298.82; the other areas collectively fell short of budget by \$91,321.04. Membership, Education, Publications, and Career Services combined fell short of budgeted revenues by \$114,113.25. This shortfall in revenues places significant pressure on all areas of SAA with respect to expense containment and reduction.

Balance Sheet

The concerns expressed above with respect to revenues are adversely affecting the Balance Sheet. SAA's liquid assets (cash and CDs) decreased during the past six months by \$139,111.34. In early November, we redeemed \$75,000 of our CDs to maintain adequate cash balances. During October, staff identified a number of expenses that could be significantly reduced or eliminated. That information was shared with the Finance Committee in October and the Council in early December.

Income Statement

For the six months ending December 31, SAA posted a net gain of \$30,181.36. This performance exceeds budget by \$10,633.15 (54.39%), but is \$55,836.90 less than in FY11 even after factoring out prior year investment gains. Despite being aided by favorable revenue variances in Annual Meeting (\$90,502.59) and recognition of a \$10,000 grant from the Delmas Foundation (to support the work of the TS-EAD), consolidated revenues fell short of budget by \$14,478.83 (0.93%) and fell short of FY11 levels by \$52,525.17 after factoring out FY11 investment gains. We managed to hold the line on expenses in comparison to both budget and FY11. Total expenses were 1.64% less than budget and just 0.22% more than FY11.

Specific points of interest are as follows:

- **Membership:** Revenue shortfalls to budget (\$18,397.51/4.68%) are the reason why Membership did not meet its net gain projections for the first six months of FY12. Membership growth began to level off at the end of FY11. This trend has continued through the first six months of the fiscal year.
- **Annual Meeting:** Revenues exceeded budget although we held the line on expenses. Favorable variances in both number of paid attendees (1,664 against a budget of 1,400) and sponsorships resulted in a favorable revenue variance of \$90,502.59 (16.59%). Just as importantly, expenses did not increase dramatically despite the increase in attendance. Annual Meeting expenses totaled \$534,286.97 as of December 31, for an unfavorable variance to budget of only \$14,480.37 (2.79%). A favorable variance in food and beverage (\$18,840.06) was offset by unfavorable variances in audiovisual (\$12,662.20) and space rental (\$9,145.45). Overall, we exceeded our most optimistic expectations given the economic climate and the hotel labor issues.
- **Publications:** Total revenues fell short of FY11 and budget by \$40,333.92 (16.07%) and \$58,856.86 (21.84%), respectively. Expenses are in line with FY11 and budget despite a \$10,000 unfavorable variance in cost of goods sold. The net gain of \$38,882.96 fell short of FY11 by \$42,106.25 (51.99%) and budget by \$61,376.91 (61.22%).
- **Education:** Revenues and expenses fell short of budget by \$24,662.40 and \$24,082.70, respectively. Education's net gain of \$24,050.71 exceeded FY11 by \$34,022.42 and was in line with budget. Worth noting were favorable expense variances in consultants (\$15,252.42) and food and beverage (\$5,711.07) and unfavorable expense variances in audiovisual (\$3,950.55) and royalties (\$1,473.00).
- **Career Services:** Total revenues fell short of FY11 and budget by \$6,646.50 and \$12,196.48, respectively. The net gain of \$7,328.16 compares unfavorably to FY11's net gain of \$15,667.53 and the budgeted net gain of \$15,324.58.
- **Periodicals:** *Archival Outlook's* advertising revenues were significantly higher than FY11 and budget. The additional revenues resulted in a net loss that was 6% less than FY11 and 8.1% better than budget. *American Archivist's* net loss of \$43,152.89 exceeded budget by \$16,853.29. The unfavorable variance was caused by higher-than-budgeted staff effort and production costs.
- **G&A/Council-Directed Funds:** These areas combined had a favorable expense variance of approximately \$26,000. This variance was the result of lower-than-anticipated staff effort, legal expense, and travel costs. The Publications Fund is nearly fully spent as of December 31. As of June 30, the Publications Fund had a balance of \$30,177.16. Expenditures totaling \$28,318.02 during the first six months of the fiscal year leave it with a balance of \$1,859.14.
- **Governance:** The unfavorable variance to budget of \$11,241.19 (35.65%) is due to staff effort exceeding budget expectations. This variance is offset by a favorable variance in Advocacy.
- **Advocacy:** Unfavorable timing variances caused by design, printing, and mailing of "I Found It In The Archives" materials have been more than offset by favorable variances in personnel expenses and travel. These unfavorable variances will be rectified later in the fiscal year. The favorable variance in personnel was due to staff

effort levels that did not meet budget projections. As of December 31, the net loss of \$31,188.62 is a favorable variance to budget of \$19,175.43 (38.07%).

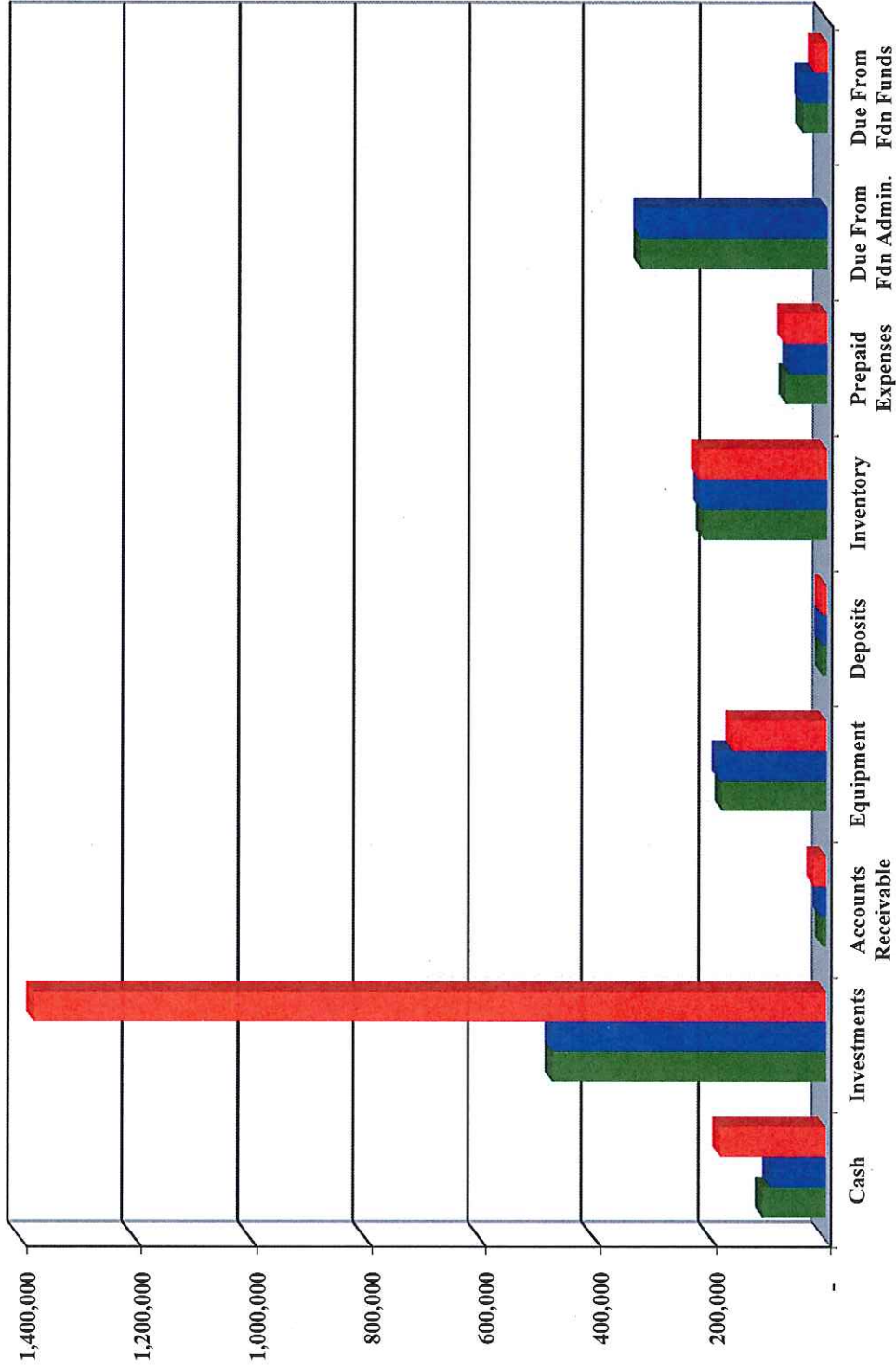
- **Grants:** As previously noted, we recognized receipt of a \$10,000 grant award from the Delmas Foundation, which has temporarily inflated our net gain. We are obligated to spend these funds by the end of FY12.

Society of American Archivists
Year-To-Date Financial Statements
December 31, 2012

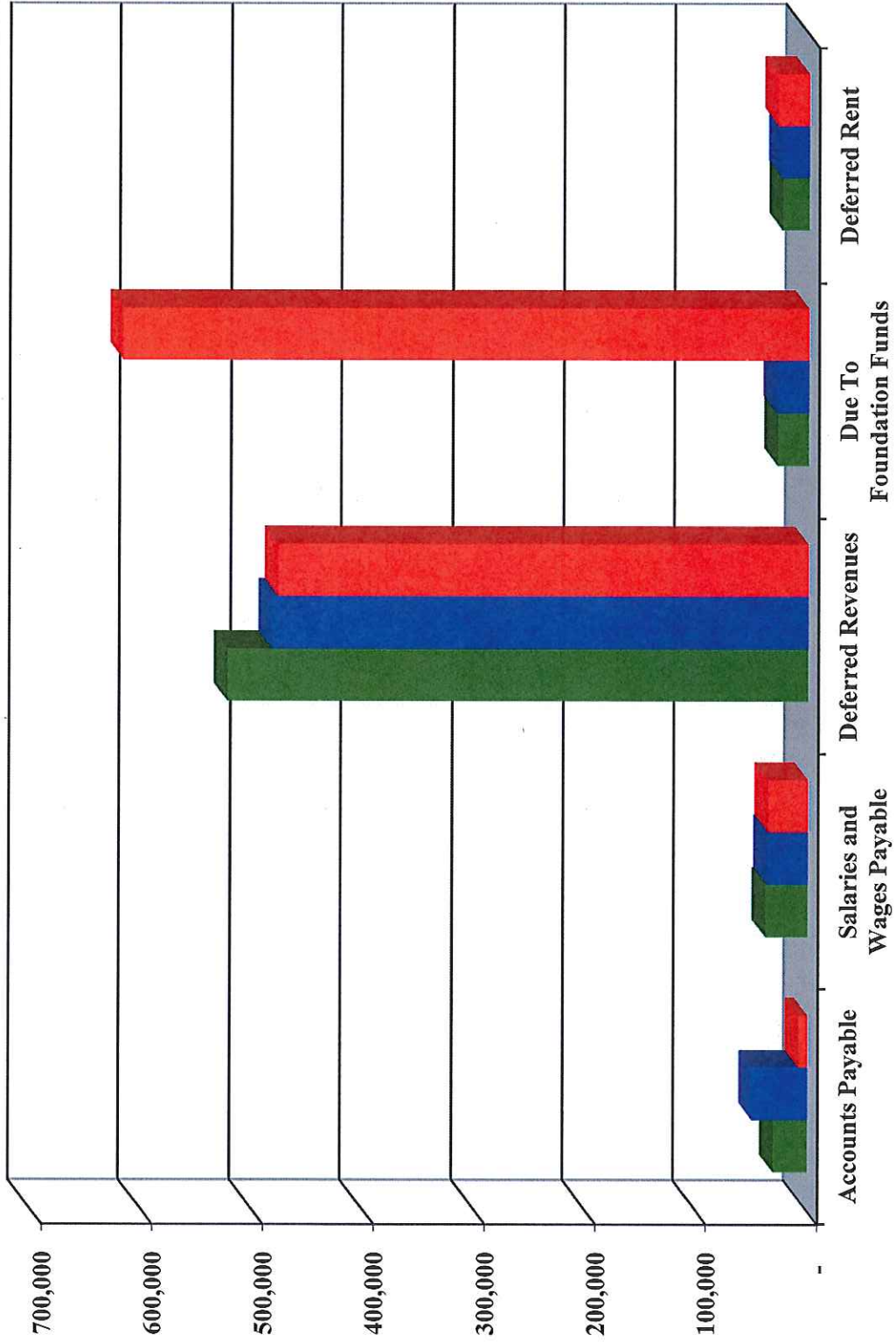
Society of American Archivists
Operations
For the Six Months Ending December 31, 2011

	Current Year		Prior Year December	Current Month vs Last Month		Current Month vs Last Year	
	December	November		\$ Variance	% Variance	\$ Variance	% Variance
Assets							
Cash	\$111,626.73	\$97,165.80	\$184,573.25	\$14,460.93	14.88%	(\$72,946.52)	-39.52%
Investments	475,000.00	475,000.00	1,379,063.06	(904,063.06)	0.00%	(904,063.06)	-65.56%
Accounts Receivable	6,090.61	9,812.34	21,505.90	(3,721.73)	-37.93%	(15,415.29)	-71.68%
Property, Plant, & Equipment	429,957.10	428,836.54	343,499.44	1,120.56	0.26%	86,457.66	25.17%
Less: Accumulated Depreciation	(247,391.88)	(241,667.08)	(179,479.53)	(5,724.80)	2.37%	(67,912.35)	37.84%
Total Property Plant & Equipment	182,565.22	187,169.46	164,019.91	(4,604.24)	-2.46%	18,545.31	11.31%
Cash Advances and Deposits	7,329.99	7,329.99	7,107.54	222.45	0.00%	222.45	3.13%
Inventory	215,976.41	220,714.27	224,542.91	(4,737.86)	-2.15%	(8,566.50)	-3.82%
Prepaid Expenses	72,087.63	64,690.15	74,886.08	7,397.48	11.44%	(2,798.45)	-3.74%
Due From Foundation Admin.	324,079.94	324,084.39	(4.45)	324,079.94	0.00%	324,079.94	0.00%
Due From Foundation Funds	43,391.64	45,625.21	21,708.96	(2,233.57)	-4.90%	21,682.68	99.88%
Total Assets	1,438,148.17	1,431,591.61	2,077,407.61	6,556.56	0.46%	(639,259.44)	-30.77%
Liabilities							
Accounts Payable	30,750.85	49,533.50	7,954.49	(18,782.65)	-37.92%	22,796.36	286.58%
Salaries and Wages Payable	37,873.52	36,182.11	35,414.70	1,691.41	4.67%	2,458.82	6.94%
Deferred Revenues-Subscriptions	69,826.50	38,680.50	63,925.50	31,146.00	80.52%	5,901.00	9.23%
Deferred Revenues - Memberships	416,788.48	417,481.05	400,080.24	(692.57)	-0.17%	16,708.24	4.18%
Deferred Revenues-Education	13,892.00	21,710.00	14,471.00	(7,818.00)	-36.01%	(579.00)	-4.00%
Deferred Revenues-Sponsors	2,500.00	2,500.00	2,500.00	2,500.00	0.00%	2,500.00	0.00%
Deferred Revenues-Advertising	4,800.00	450.00	4,800.00	4,350.00	966.67%	4,800.00	0.00%
Deferred Revenues-Exhibitors	16,000.00	5,700.00	16,000.00	10,300.00	180.70%	16,000.00	0.00%
Total Deferred Revenues	523,806.98	484,021.55	478,476.74	39,785.43	8.22%	45,330.24	9.47%
Due To Foundation Funds	27,968.81	28,417.22	618,214.05	(448.41)	-1.58%	(590,245.24)	-95.48%
Deferred Rent	23,767.22	24,092.80	27,674.18	(325.58)	-1.35%	(3,906.96)	-14.12%
Total Liabilities	644,167.38	622,247.18	1,167,734.16	21,920.20	3.52%	(523,566.78)	-44.84%
Net Assets							
Fund Balance	763,799.43	763,799.43	711,725.40	(15,363.64)	0.00%	52,074.03	7.32%
Net Gain or Loss	30,181.36	45,545.00	197,948.05	(15,363.64)	-33.73%	(167,766.69)	-84.75%
Total Net Assets	793,980.79	809,344.43	909,673.45	(15,363.64)	-1.90%	(115,692.66)	-12.72%
Total Liabilities and Net Assets	1,438,148.17	1,431,591.61	2,077,407.61	6,556.56	0.46%	(639,259.44)	-30.77%

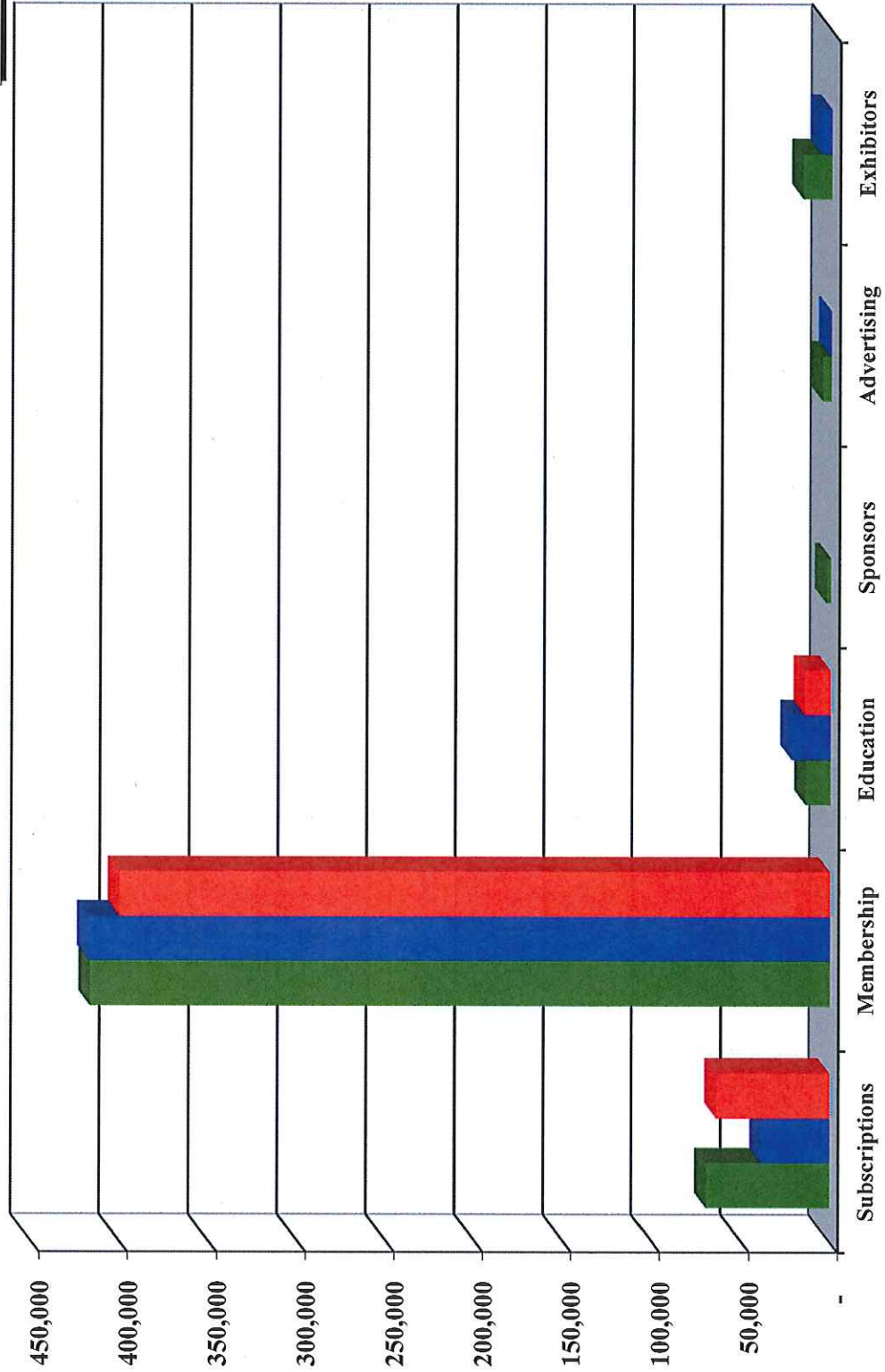
Asset Comparison



Liability Comparison



Deferred Revenues Comparison

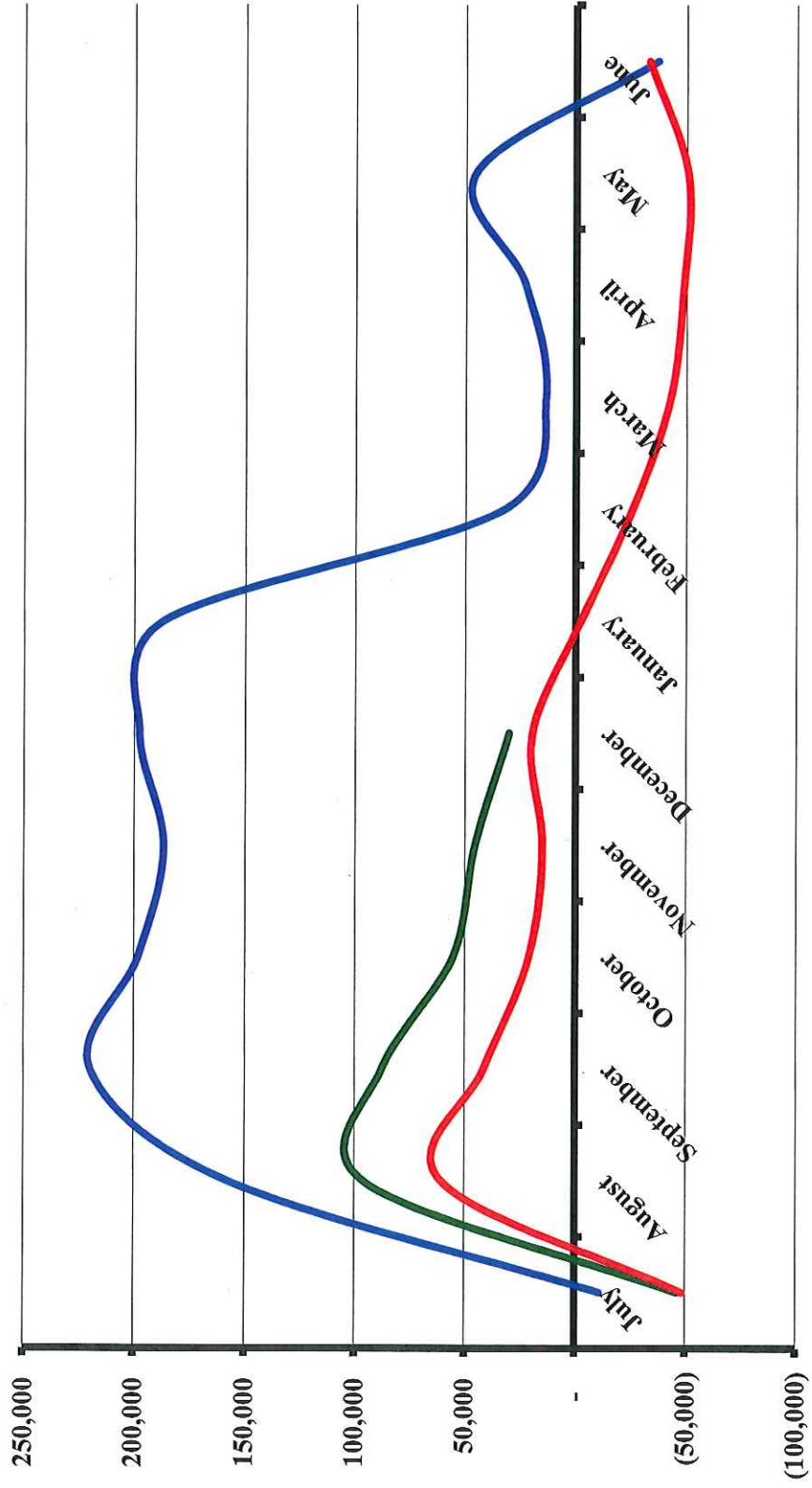
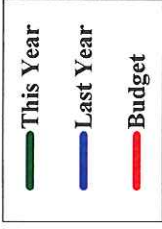


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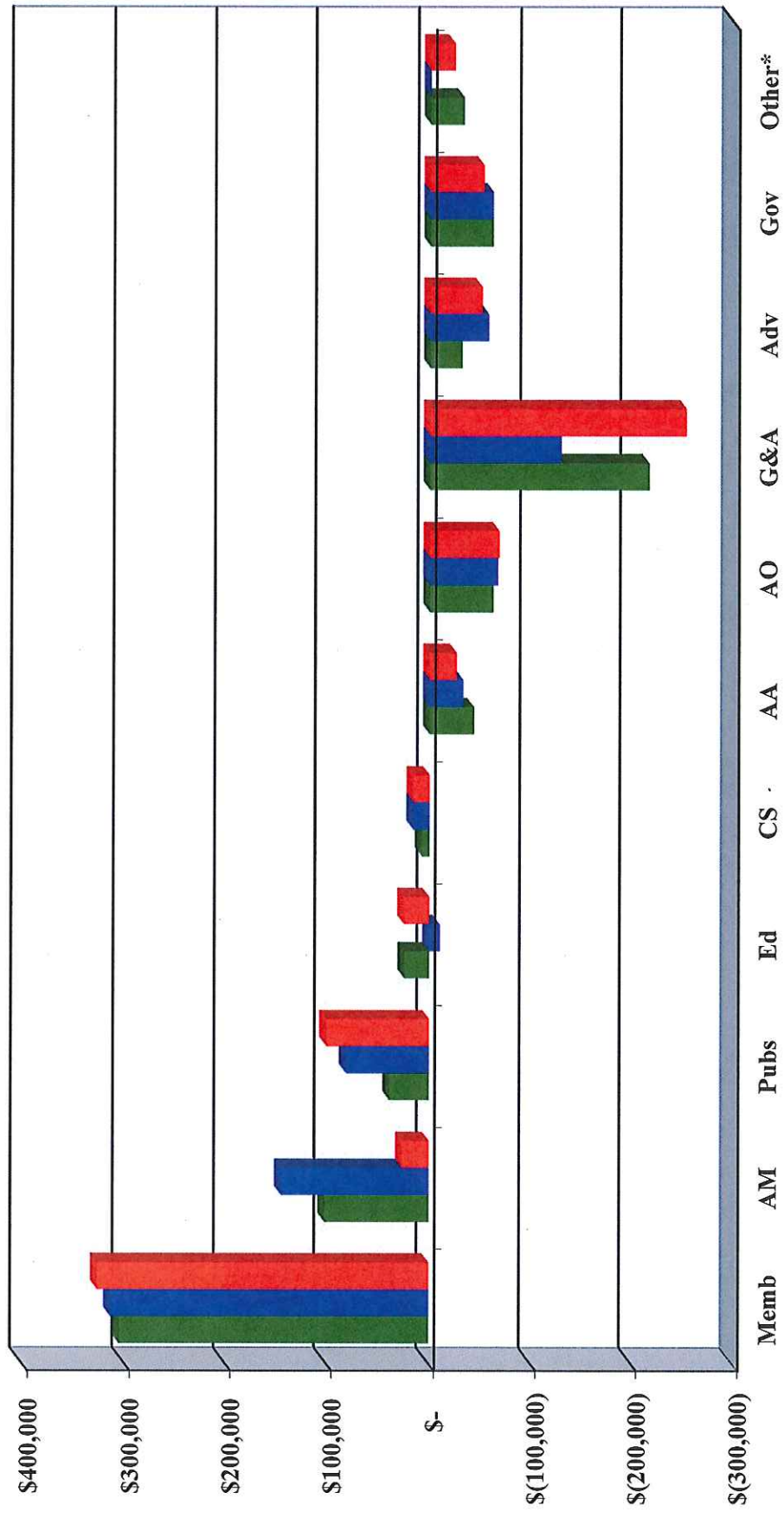
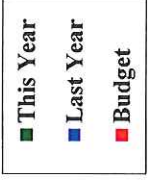
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Net Gain/(Loss)							
Membership	\$305,524.18	\$313,660.93	\$326,892.19	(\$8,136.75)	(2.59%)	(\$21,368.01)	(6.54%)
Annual Meeting	101,883.05	144,608.13	25,860.83	(42,725.08)	(29.55%)	76,022.22	293.97%
Publications	38,882.96	80,989.21	100,259.87	(42,106.25)	(51.99%)	(61,376.91)	(61.22%)
Education	24,050.71	9,971.71	24,630.41	34,022.42	(341.19%)	(579.70)	(2.35%)
Career Services	7,328.16	15,667.53	15,324.58	(8,339.37)	(53.23%)	(7,996.42)	(52.18%)
American Archivist	(43,152.89)	(32,933.43)	(26,299.60)	(10,219.46)	31.03%	(16,853.29)	64.08%
Archival Outlook	(62,513.89)	(66,506.87)	(68,025.39)	3,992.98	(6.00%)	5,511.50	(8.10%)
General & Administrative	(216,236.45)	(128,948.09)	(253,250.77)	(87,288.36)	67.69%	37,014.32	(14.62%)
Advocacy	(31,188.62)	(56,889.94)	(50,364.05)	25,701.32	(45.18%)	19,175.43	(38.07%)
Governance	(61,469.75)	(61,727.71)	(51,784.18)	257.96	(0.42%)	(9,685.57)	18.70%
Brack Fund	(3,975.00)		53.04	(3,975.00)	0.00%	(4,028.04)	(7,594.34%)
Education Fund	(2,855.02)		(6,500.92)	(2,855.02)	0.00%	3,645.90	(56.08%)
Publications Fund	(28,318.02)		(15,505.30)	(28,318.02)	0.00%	(12,812.72)	82.63%
Preservation Fund					0.00%		0.00%
Visual Materials Fund					0.00%		0.00%
75th Anniversary Project	(7,778.06)		(1,742.50)	(7,778.06)	0.00%	(6,035.56)	346.37%
Delmas Grant	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Total Net Gain/(Loss)	30,181.36	197,948.05	19,548.21	(167,766.69)	(84.75%)	10,633.15	54.39%

SAA Cumulative Net Gain/Loss



Net Gain Or Loss By Cost Center



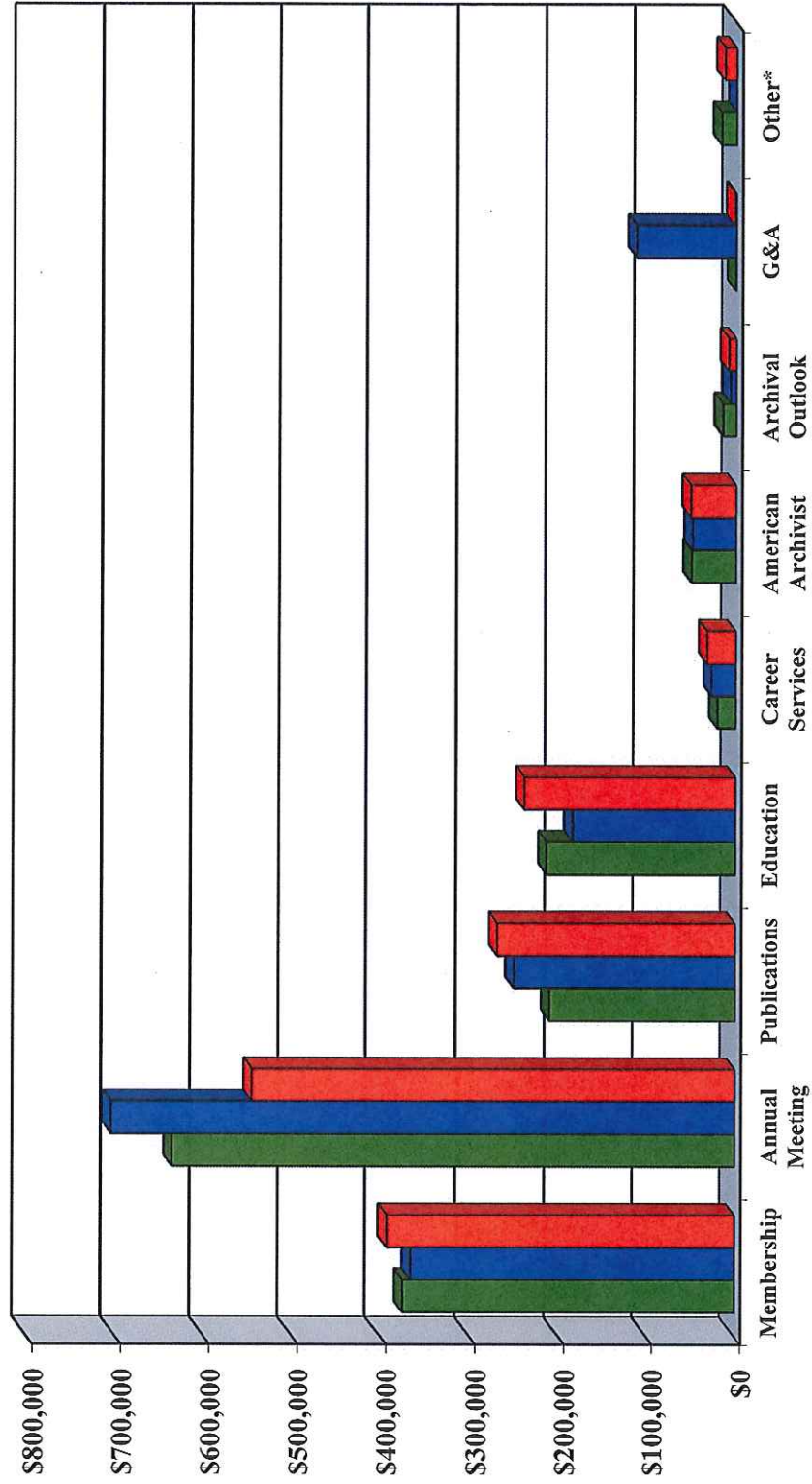
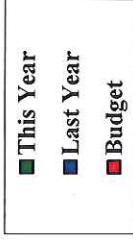
* Includes Brack, Education, Publications, Preservation, Visual Materials funds, 75th Anniversary project, and Delmas grant.

Society of American Archivists

For the Six Months Ending December 31, 2011

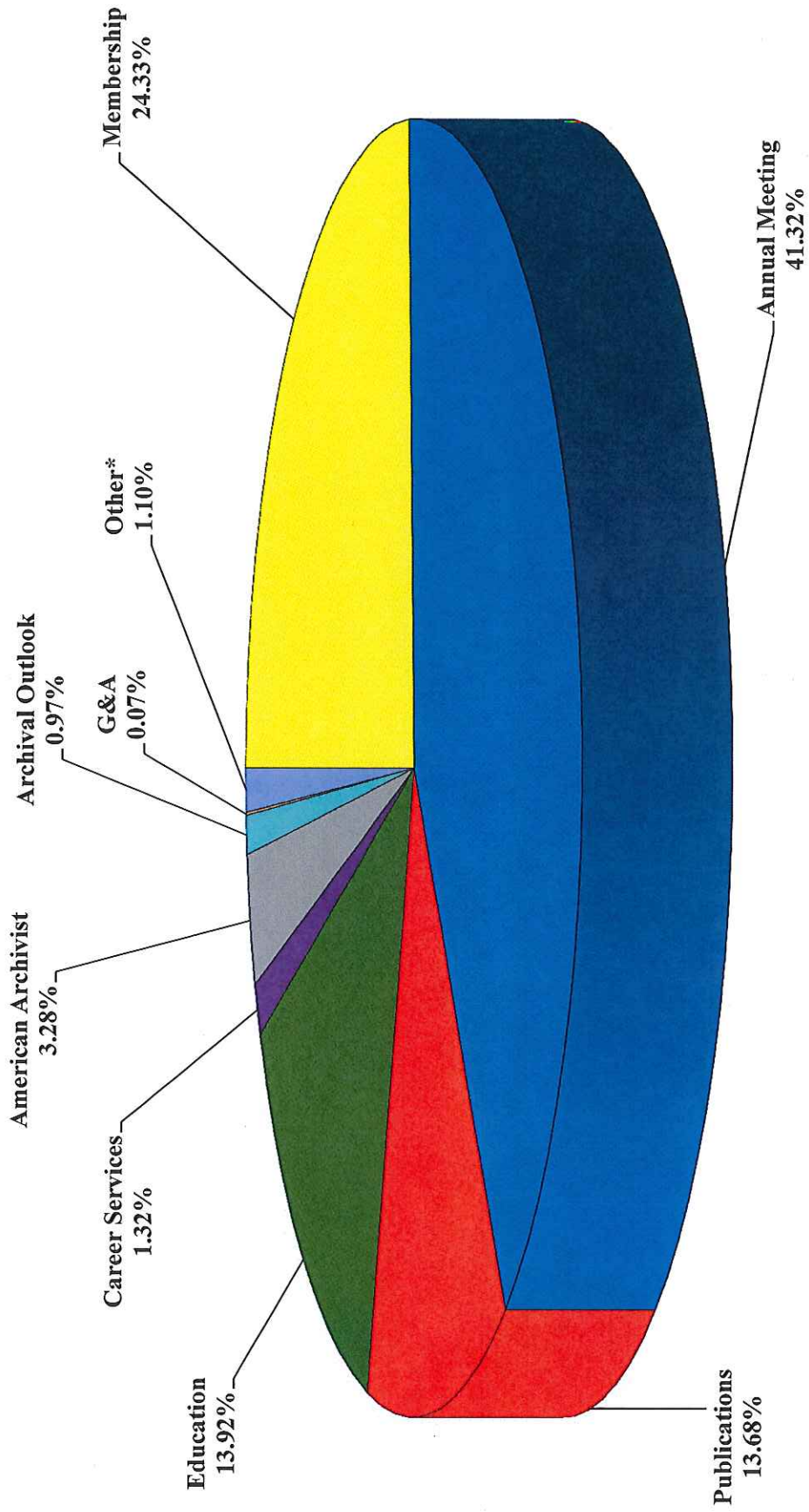
	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Revenues							
Membership	\$374,521.39	\$366,002.08	\$392,918.90	\$8,519.31	2.33%	(\$18,397.51)	(4.68%)
Annual Meeting	636,170.02	705,044.50	545,667.43	(68,874.48)	(9.77%)	90,502.59	16.59%
Publications	210,599.55	250,933.47	269,456.41	(40,333.92)	(16.07%)	(58,856.86)	(21.84%)
Education	214,308.60	184,815.75	238,971.00	29,492.85	15.96%	(24,662.40)	(10.32%)
Career Services	20,368.50	27,015.00	32,564.98	(6,646.50)	(24.60%)	(12,196.48)	(37.45%)
American Archivist	50,569.50	49,657.38	51,145.00	912.12	1.84%	(575.50)	(1.13%)
Archival Outlook	14,864.90	6,668.80	8,299.98	8,196.10	122.90%	6,564.92	79.10%
General & Administrative Advocacy	1,154.32	113,265.72	1,854.99	(112,111.40)	(98.98%)	(700.67)	(37.77%)
Governance					0.00%		0.00%
Brack Fund	25.00		378.04	25.00	0.00%	(353.04)	(93.39%)
Education Fund	600.00		1,299.08	600.00	0.00%	(699.08)	(53.81%)
Publications Fund			2,394.80		0.00%	(2,394.80)	(100.00%)
Preservation Fund					0.00%		0.00%
Visual Materials Fund					0.00%		0.00%
75th Anniversary Fund	6,290.00		9,000.00	6,290.00	0.00%	(2,710.00)	(30.11%)
Delmas Grant	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Total Revenues	1,539,471.78	1,703,402.70	1,553,950.61	(163,930.92)	(9.62%)	(14,478.83)	(0.93%)
Expenses							
Membership	68,997.21	52,341.15	66,026.71	16,656.06	31.82%	2,970.50	4.50%
Annual Meeting	534,286.97	560,436.37	519,806.60	(26,149.40)	(4.67%)	14,480.37	2.79%
Publications	171,716.59	169,944.26	169,196.54	1,772.33	1.04%	2,520.05	1.49%
Education	190,257.89	194,787.46	214,340.59	(4,529.57)	(2.33%)	(24,082.70)	(11.24%)
Career Services	13,040.34	11,347.47	17,240.40	1,692.87	14.92%	(4,200.06)	(24.36%)
American Archivist	93,722.39	82,590.81	77,444.60	11,131.58	13.48%	16,277.79	21.02%
Archival Outlook	77,378.79	73,175.67	76,325.37	4,203.12	5.74%	1,053.42	1.38%
General & Administrative Advocacy	217,390.77	242,213.81	255,105.76	(24,823.04)	(10.25%)	(37,714.99)	(14.78%)
Governance	31,188.62	56,889.94	50,364.05	(25,701.32)	(45.18%)	(19,175.43)	(38.07%)
Brack Fund	61,469.75	61,727.71	51,784.18	(257.96)	(0.42%)	9,685.57	18.70%
Education Fund	4,000.00		325.00	4,000.00	0.00%	3,675.00	1,130.77%
Publications Fund	3,455.02		7,800.00	3,455.02	0.00%	(4,344.98)	(55.70%)
Preservation Fund	28,318.02		17,900.10	28,318.02	0.00%	10,417.92	58.20%
Visual Materials Fund					0.00%		0.00%
75th Anniversary Fund	14,068.06		10,742.50	14,068.06	0.00%	3,325.56	30.96%
Delmas Grant					0.00%		0.00%
Total Expenses	1,509,290.42	1,505,454.65	1,534,402.40	3,835.77	0.25%	(25,111.98)	(1.64%)
Net Gain/(Loss)	30,181.36	197,948.05	19,548.21	(167,766.69)	(84.75%)	10,633.15	54.39%

Revenues By Cost Center



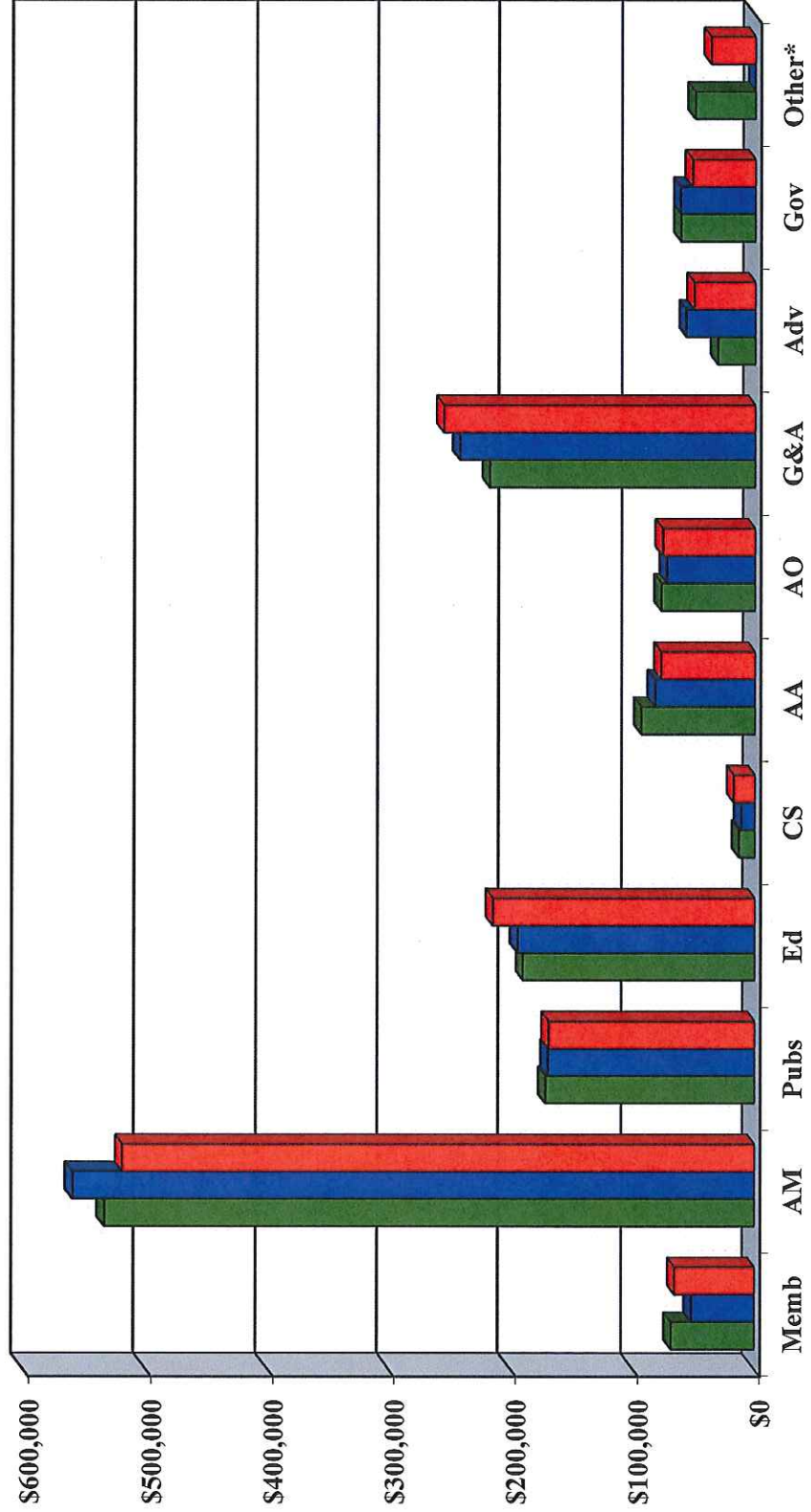
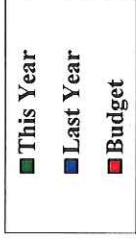
* Includes Brack, Education, Publications, Preservation, Visual Materials funds, 75th Anniversary project, and Delmas grant.

SAA Revenues by Cost Center



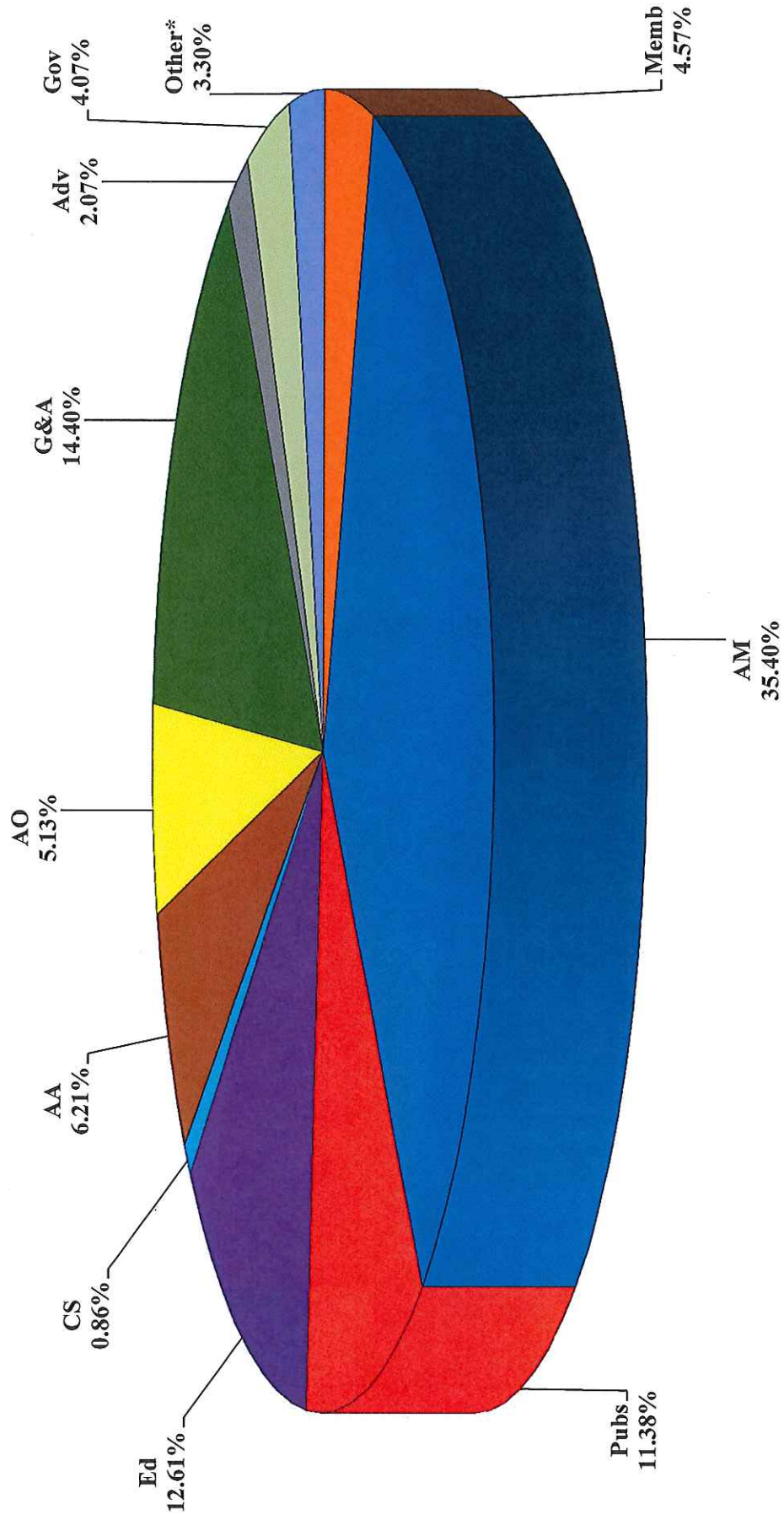
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Expenses By Cost Center



* Includes Brack, Education, Publications, Preservation, Visual Materials funds, 75th Anniversary project, and Delmas grant.

SAA Expenses by Cost Center

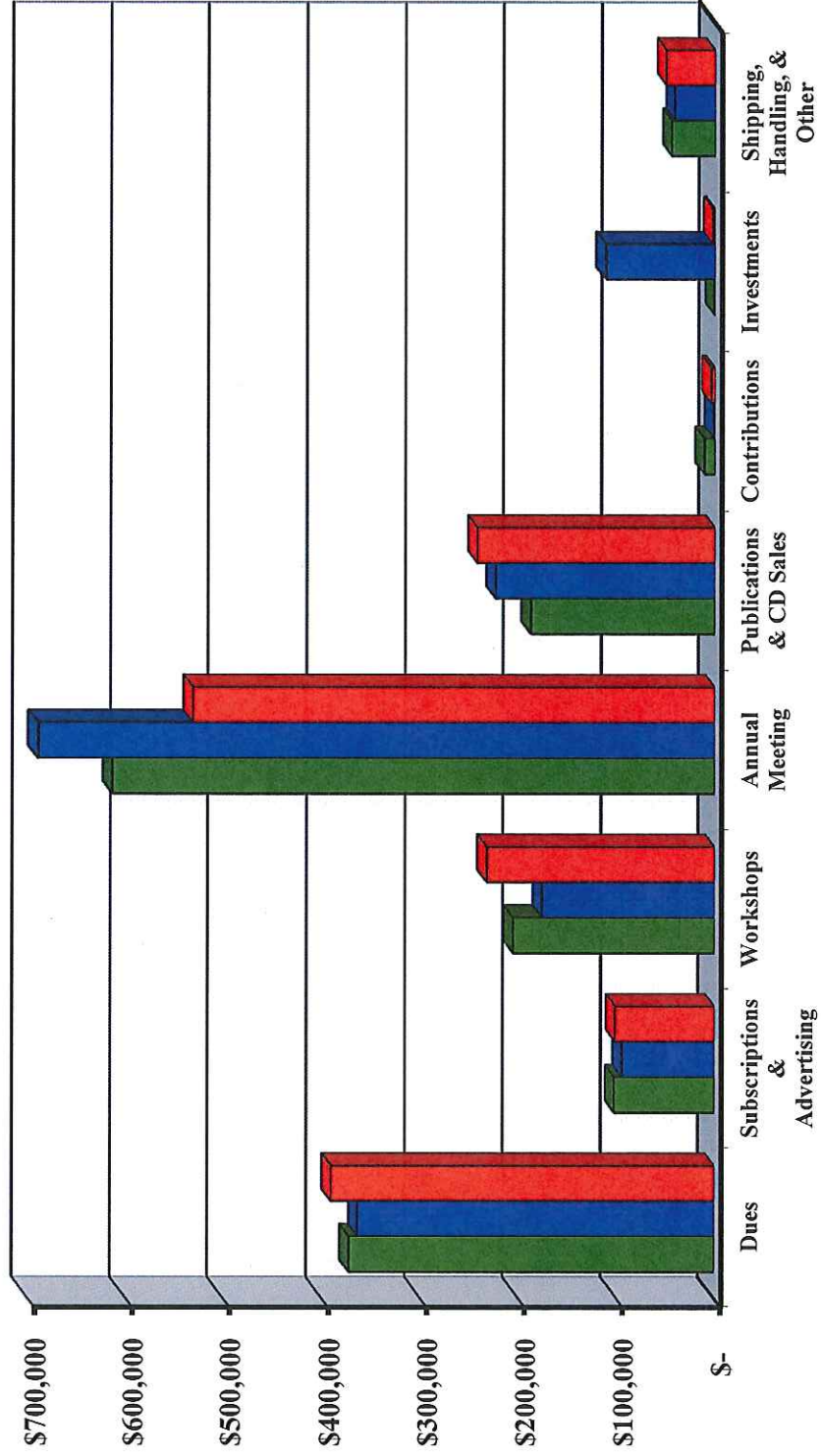
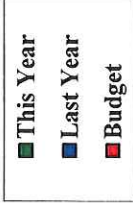


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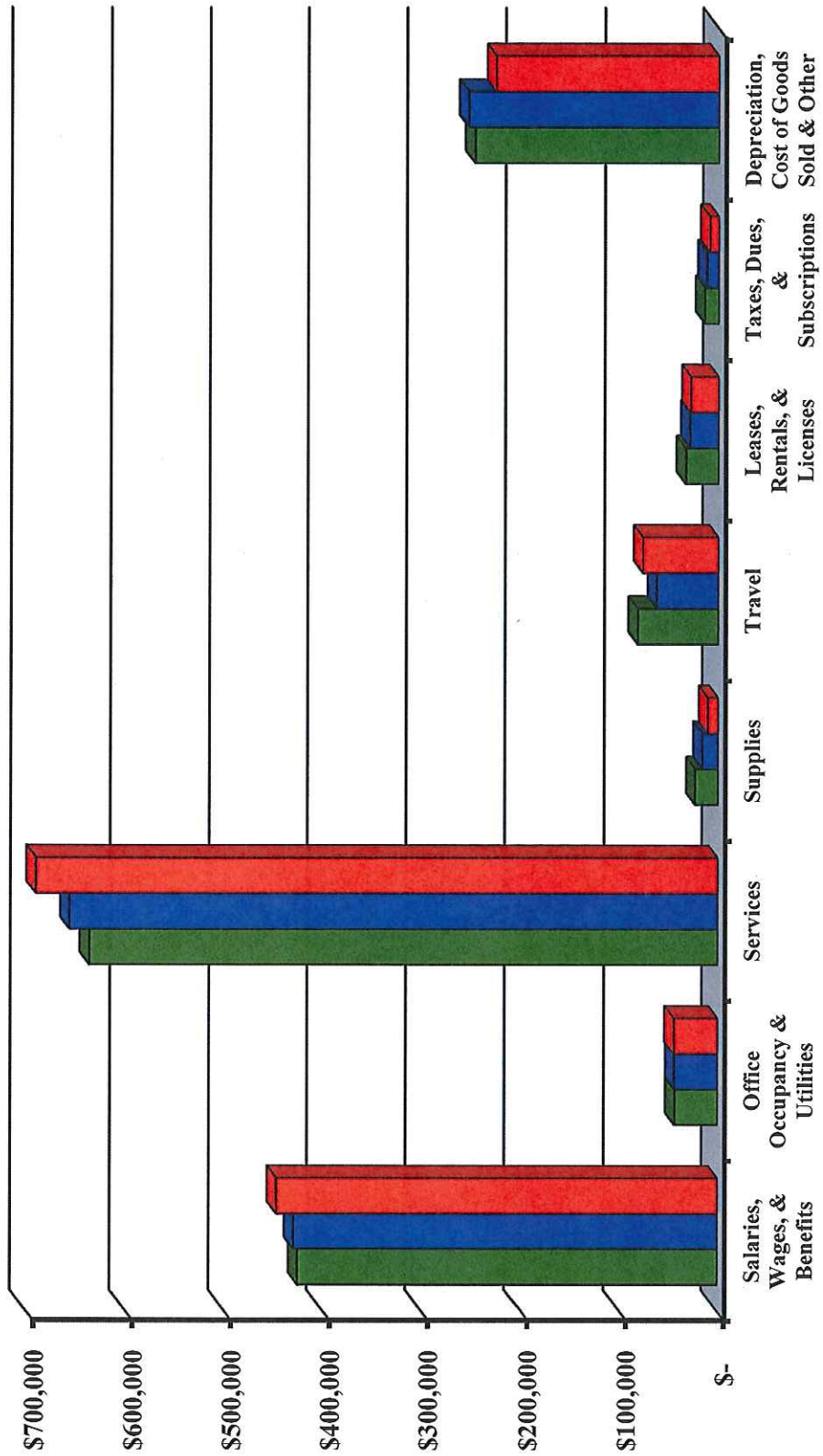
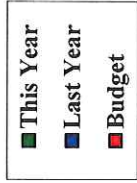
Society of American Archivists
Consolidated Statement of Activities
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$373,200.79	\$364,427.48	\$390,443.90	\$8,773.31	2.41%	(\$17,243.11)	(4.42%)
Subscriptions & Advertising	102,647.90	94,579.75	101,634.96	8,068.15	8.53%	1,012.94	1.00%
Workshops	205,725.60	176,139.50	232,221.00	29,586.10	16.80%	(26,495.40)	(11.41%)
Annual Meeting	614,465.02	690,349.50	531,667.43	(75,884.48)	(10.99%)	82,797.59	15.57%
Publications & CD Sales	187,797.32	223,778.56	242,167.16	(35,981.24)	(16.08%)	(54,369.84)	(22.45%)
Contributions	10,626.00	1,154.00	3,864.02	9,472.00	820.80%	6,761.98	175.00%
Investments	768.69	112,111.42	2,062.89	(111,342.73)	(99.31%)	(1,294.20)	(62.74%)
Shipping, Handling, & Other	44,240.46	40,862.49	49,889.25	3,377.97	8.27%	(5,648.79)	(11.32%)
Total Income	1,539,471.78	1,703,402.70	1,553,950.61	(163,930.92)	(9.62%)	(14,478.83)	(0.93%)
Expenses							
Salaries, Wages, & Benefits	425,936.03	430,080.49	447,443.19	(4,144.46)	(0.96%)	(21,507.16)	(4.81%)
Office Occupancy & Utilities	44,052.34	44,362.16	44,784.12	(309.82)	(0.70%)	(731.78)	(1.63%)
Services	637,453.57	657,129.90	690,941.45	(19,676.33)	(2.99%)	(53,487.88)	(7.74%)
Supplies	23,372.18	16,145.46	10,529.99	7,226.72	44.76%	12,842.19	121.96%
Travel	82,591.44	62,916.44	77,094.00	19,675.00	31.27%	5,497.44	7.13%
Leases, Rentals, & Licenses	33,484.25	29,186.02	28,058.99	4,298.23	14.73%	5,425.26	19.34%
Taxes, Dues, & Subscriptions	14,356.21	12,172.97	9,111.00	2,183.24	17.94%	5,245.21	57.57%
Depreciation, Cost of Goods Sold & Other	248,044.40	253,985.25	226,439.66	(5,940.85)	(2.34%)	21,604.74	9.54%
Total Expenses	1,509,290.42	1,505,978.69	1,534,402.40	3,311.73	0.22%	(25,111.98)	(1.64%)
Net Gain or (Loss)	30,181.36	197,424.01	19,548.21	(167,242.65)	(84.71%)	10,633.15	54.39%

Revenue Comparison



Expense Comparison



Society of American Archivists
Operational Revenue Centers
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$373,200.79	\$364,427.48	\$390,443.90	\$8,773.31	2.41%	(\$17,243.11)	(4.42%)
Subscriptions & Advertising	38,583.50	40,901.25	44,464.98	(2,317.75)	(5.67%)	(5,881.48)	(13.23%)
Workshops	205,725.60	176,139.50	232,221.00	29,586.10	16.80%	(26,495.40)	(11.41%)
Annual Meeting	614,465.02	690,349.50	530,667.43	(75,884.48)	(10.99%)	83,797.59	15.79%
Publications & CD Sales	187,797.32	223,778.56	233,167.16	(35,981.24)	(16.08%)	(45,369.84)	(19.46%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	36,195.83	38,214.51	48,614.25	(2,018.68)	(5.28%)	(12,418.42)	(25.54%)
Total Income	1,455,968.06	1,533,810.80	1,479,578.72	(77,842.74)	(5.08%)	(23,610.66)	(1.60%)
Expenses							
Salaries, Wages, & Benefits	214,713.28	211,290.33	218,245.02	3,422.95	1.62%	(3,531.74)	(1.62%)
Office Occupancy & Utilities	22,305.36	21,675.04	21,839.66	630.32	2.91%	465.70	2.13%
Services	420,865.72	440,280.99	456,889.68	(19,415.27)	(4.41%)	(36,023.96)	(7.88%)
Supplies	6,555.16	12,859.69	7,546.93	(6,304.53)	(49.03%)	(991.77)	(13.14%)
Travel	76,282.49	51,968.15	66,180.00	24,314.34	46.79%	10,102.49	15.27%
Leases, Rentals, & Licenses	29,214.77	22,118.08	21,848.03	7,096.69	32.09%	7,366.74	33.72%
Taxes, Dues, & Subscriptions	2,579.00	35.00	245.00	2,544.00	7,268.57%	2,334.00	952.65%
Depreciation, Cost of Goods Sold & Other	205,783.22	228,629.43	193,816.52	(22,846.21)	(9.99%)	11,966.70	6.17%
Total Expenses	978,299.00	988,856.71	986,610.84	(10,557.71)	(1.07%)	(8,311.84)	(0.84%)
Net Gain or (Loss)	477,669.06	544,954.09	492,967.88	(67,285.03)	(12.35%)	(15,298.82)	(3.10%)

Society of American Archivists
 Membership
 For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$373,200.79	\$364,427.48	\$390,443.90	\$8,773.31	2.41%	(\$17,243.11)	(4.42%)
Subscriptions & Advertising 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%
	<u>1,320.60</u>	<u>1,574.60</u>	<u>2,475.00</u>	<u>(254.00)</u>	<u>(16.13%)</u>	<u>(1,154.40)</u>	<u>(46.64%)</u>
Total Income	<u>374,521.39</u>	<u>366,002.08</u>	<u>392,918.90</u>	<u>8,519.31</u>	<u>2.33%</u>	<u>(18,397.51)</u>	<u>(4.68%)</u>
Expenses							
Salaries, Wages, & Benefits	44,948.55	37,617.88	38,439.37	7,330.67	19.49%	6,509.18	16.93%
Office Occupancy & Utilities	4,564.12	3,783.23	3,819.61	780.89	20.64%	744.51	19.49%
Services	9,415.07	7,119.31	16,234.12	2,295.76	32.25%	(6,819.05)	(42.00%)
Supplies	677.75	2,126.86	2,079.50	(1,449.11)	(68.13%)	(1,401.75)	(67.41%)
Travel	889.49	570.14	1,715.00	319.35	56.01%	(825.51)	(48.13%)
Leases, Rentals, & Licenses	788.71	1,123.73	1,189.11	(335.02)	(29.81%)	(400.40)	(33.67%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	7,713.52		2,550.00	7,713.52	0.00%	5,163.52	202.49%
	<u>68,997.21</u>	<u>52,341.15</u>	<u>66,026.71</u>	<u>16,656.06</u>	<u>31.82%</u>	<u>2,970.50</u>	<u>4.50%</u>
Total Expenses	<u>68,997.21</u>	<u>52,341.15</u>	<u>66,026.71</u>	<u>16,656.06</u>	<u>31.82%</u>	<u>2,970.50</u>	<u>4.50%</u>
Net Gain or (Loss)	<u>305,524.18</u>	<u>313,660.93</u>	<u>326,892.19</u>	<u>(8,136.75)</u>	<u>(2.59%)</u>	<u>(21,368.01)</u>	<u>(6.54%)</u>

Society of American Archivists
Annual Meeting
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 Workshops	12,650.00	7,900.00	8,750.00	4,750.00	60.13%	3,900.00	44.57%
Annual Meeting Publications & CD Sales	614,465.02	690,349.50	530,667.43	(75,884.48)	(10.99%)	83,797.59	15.79%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,055.00	6,795.00	6,250.00	2,260.00	33.26%	2,805.00	44.88%
Total Income	636,170.02	705,044.50	545,667.43	(68,874.48)	(9.77%)	90,502.59	16.59%
Expenses							
Salaries, Wages, & Benefits	66,864.41	69,117.10	67,597.61	(2,252.69)	(3.26%)	(733.20)	(1.08%)
Office Occupancy & Utilities	6,691.85	6,940.43	6,812.53	(248.58)	(3.58%)	(120.68)	(1.77%)
Services	274,391.49	295,627.94	280,070.72	(21,236.45)	(7.18%)	(5,679.23)	(2.03%)
Supplies	1,954.53	5,863.04	3,757.53	(3,908.51)	(66.66%)	(1,803.00)	(47.98%)
Travel	29,584.71	13,314.85	13,210.00	16,269.86	122.19%	16,374.71	123.96%
Leases, Rentals, & Licenses	23,346.38	16,096.10	14,333.91	7,250.28	45.04%	9,012.47	62.88%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	131,453.60	153,476.91	134,024.30	(22,023.31)	(14.35%)	(2,570.70)	(1.92%)
Total Expenses	534,286.97	560,436.37	519,806.60	(26,149.40)	(4.67%)	14,480.37	2.79%
Net Gain or (Loss)	101,883.05	144,608.13	25,860.83	(42,725.08)	(29.55%)	76,022.22	293.97%

Society of American Archivists
 Annual Meeting - Washington 2010
 For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues		7,900.00		(7,900.00)	0.00%		0.00%
Subscriptions & Advertising Workshops					(100.00%)		0.00%
Annual Meeting		690,349.50		(690,349.50)	(100.00%)		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		6,795.00		(6,795.00)	(100.00%)		0.00%
Total Income		705,044.50		(705,044.50)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		47,137.75		(47,137.75)	(100.00%)		0.00%
Office Occupancy & Utilities		4,801.73		(4,801.73)	(100.00%)		0.00%
Services		288,646.87		(288,646.87)	(100.00%)		0.00%
Supplies		5,753.73		(5,753.73)	(100.00%)		0.00%
Travel		3,964.64		(3,964.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses		15,457.62		(15,457.62)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		194,674.03		(194,674.03)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		560,436.37		(560,436.37)	(100.00%)		0.00%
Total Expenses		1,446,088.13		(1,446,088.13)	(100.00%)		0.00%
Net Gain or (Loss)							

Society of American Archivists
Annual Meeting - Chicago 2011
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	12,650.00		8,750.00	12,650.00	0.00%	3,900.00	0.00%
Subscriptions & Advertising Workshops					0.00%		44.57%
Annual Meeting	614,465.02		530,667.43	614,465.02	0.00%	83,797.59	15.79%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,055.00		6,250.00	9,055.00	0.00%	2,805.00	44.88%
Total Income	636,170.02		545,667.43	636,170.02	0.00%	90,502.59	16.59%
Expenses							
Salaries, Wages, & Benefits	48,852.83	21,456.72	48,466.06	27,396.11	127.68%	386.77	0.80%
Office Occupancy & Utilities	4,849.38	2,090.07	4,810.27	2,759.31	132.02%	39.11	0.81%
Services	266,747.59	6,953.68	276,774.19	259,793.91	3,736.06%	(10,026.60)	(3.62%)
Supplies	1,773.96	107.54	3,639.26	1,666.42	1,549.58%	(1,865.30)	(51.25%)
Travel	20,420.79	9,350.21	3,525.00	11,070.58	118.40%	16,895.79	479.31%
Leases, Rentals, & Licenses	22,885.61	623.21	13,740.16	22,262.40	3,572.21%	9,145.45	66.56%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	168,756.81	(40,581.43)	168,851.68	209,338.24	(515.85%)	(94.87)	(0.06%)
Total Expenses	534,286.97		519,806.62	534,286.97	0.00%	14,480.35	2.79%
Net Gain or (Loss)	101,883.05		25,860.81	101,883.05	0.00%	76,022.24	293.97%

Society of American Archivists
Annual Meeting - San Diego 2012
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 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	18,011.58	522.63	18,475.46	17,488.95	3,346.33%	(463.88)	(2.51%)
Office Occupancy & Utilities	1,842.47	48.63	1,937.00	1,793.84	3,688.75%	(94.53)	(4.88%)
Services	7,643.90	27.39	3,260.13	7,616.51	27,807.63%	4,383.77	134.47%
Supplies	180.57	1.77	114.73	178.80	10,101.69%	65.84	57.39%
Travel	8,494.09		9,685.00	8,494.09	0.00%	(1,190.91)	(12.30%)
Leases, Rentals, & Licenses	460.77	15.27	573.37	445.50	2,917.49%	(112.60)	(19.64%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(36,633.38)	(615.69)	(34,045.70)	(36,017.69)	5,849.97%	(2,587.68)	7.60%
Total Expenses					0.00%	0.01	(100.00%)
Net Gain or (Loss)			0.01		0.00%	(0.01)	(100.00%)

Society of American Archivists
Annual Meeting - New Orleans 2013
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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			656.09		0.00%	(656.09)	(100.00%)
Office Occupancy & Utilities			65.26		0.00%	(65.26)	(100.00%)
Services			36.40		0.00%	(36.40)	(100.00%)
Supplies			3.54		0.00%	(3.54)	(100.00%)
Travel	669.83			669.83	0.00%	669.83	0.00%
Leases, Rentals, & Licenses			20.38		0.00%	(20.38)	(100.00%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(669.83)		(781.68)	(669.83)	0.00%	111.85	(14.31%)
Total Expenses			(0.01)		0.00%	0.01	(100.00%)
Net Gain or (Loss)			0.01		0.00%	(0.01)	(100.00%)

Society of American Archivists
Publications
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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	184,994.32	221,088.56	229,567.16	(36,094.24)	(16.33%)	(44,572.84)	(19.42%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	25,605.23	29,844.91	39,889.25	(4,239.68)	(14.21%)	(14,284.02)	(35.81%)
Total Income	210,599.55	250,933.47	269,456.41	(40,333.92)	(16.07%)	(58,856.86)	(21.84%)
Expenses							
Salaries, Wages, & Benefits	34,540.72	34,864.45	40,846.72	(323.73)	(0.93%)	(6,306.00)	(15.44%)
Office Occupancy & Utilities	4,124.18	4,035.18	4,058.64	89.00	2.21%	65.54	1.61%
Services	61,150.61	57,434.25	65,722.67	3,716.36	6.47%	(4,572.06)	(6.96%)
Supplies	608.26	2,649.19	328.87	(2,040.93)	(77.04%)	279.39	84.95%
Travel	1,358.73	1,246.83	150.00	111.90	8.97%	1,208.73	805.82%
Leases, Rentals, & Licenses	2,337.19	2,814.42	3,168.42	(477.23)	(16.96%)	(831.23)	(26.23%)
Taxes, Dues, & Subscriptions	2,579.00	35.00	54,921.22	2,544.00	7,268.57%	2,579.00	0.00%
Depreciation, Cost of Goods Sold & Other	65,017.90	66,864.94	1,847.04	(1,847.04)	(2.76%)	10,096.68	18.38%
Total Expenses	171,716.59	169,944.26	169,196.54	1,772.33	1.04%	2,520.05	1.49%
Net Gain or (Loss)	38,882.96	80,989.21	100,259.87	(42,106.25)	(51.99%)	(61,376.91)	(61.22%)

Society of American Archivists
Education
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	5,565.00	5,986.25	3,150.00	(421.25)	0.00%	2,415.00	0.00%
Subscriptions & Advertising Workshops	205,725.60	176,139.50	232,221.00	29,586.10	(7.04%)	(26,495.40)	76.67%
Annual Meeting					16.80%		(11.41%)
Publications & CD Sales	2,803.00	2,690.00	3,600.00	113.00	0.00%	(797.00)	0.00%
Contributions					4.20%		(22.14%)
Investments					0.00%		0.00%
Shipping, Handling, & Other	215.00			215.00	0.00%	215.00	0.00%
Total Income	214,308.60	184,815.75	238,971.00	29,492.85	15.96%	(24,662.40)	(10.32%)
Expenses							
Salaries, Wages, & Benefits	66,513.73	67,484.49	69,090.86	(970.76)	(1.44%)	(2,577.13)	(3.73%)
Office Occupancy & Utilities	6,737.67	6,703.15	6,923.19	34.52	0.51%	(185.52)	(2.68%)
Services	64,961.88	71,251.72	80,854.11	(6,289.84)	(8.83%)	(15,892.23)	(19.66%)
Supplies	3,286.92	2,205.20	1,365.20	1,081.72	49.05%	1,921.72	140.76%
Travel	44,449.56	36,836.33	51,105.00	7,613.23	20.67%	(6,655.44)	(13.02%)
Leases, Rentals, & Licenses	2,709.93	2,018.99	2,436.23	690.94	34.22%	273.70	11.23%
Taxes, Dues, & Subscriptions			245.00		0.00%	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	1,598.20	8,287.58	2,321.00	(6,689.38)	(80.72%)	(722.80)	(31.14%)
Total Expenses	190,257.89	194,787.46	214,340.59	(4,529.57)	(2.33%)	(24,082.70)	(11.24%)
Net Gain or (Loss)	24,050.71	(9,971.71)	24,630.41	34,022.42	(341.19%)	(579.70)	(2.35%)

Society of American Archivists
Career Services
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	20,368.50	27,015.00	32,564.98	(6,646.50)	0.00%	(12,196.48)	0.00%
Subscriptions & Advertising Workshops					(24.60%)		(37.45%)
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	20,368.50	27,015.00	32,564.98	(6,646.50)	(24.60%)	(12,196.48)	(37.45%)
Expenses							
Salaries, Wages, & Benefits	1,845.87	2,206.41	2,270.46	(360.54)	(16.34%)	(424.59)	(18.70%)
Office Occupancy & Utilities	187.54	213.05	225.69	(25.51)	(11.97%)	(38.15)	(16.90%)
Services	10,946.67	8,847.77	14,008.06	2,098.90	23.72%	(3,061.39)	(21.85%)
Supplies	27.70	15.40	15.83	12.30	79.87%	11.87	74.98%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	32.56	64.84	720.36	(32.28)	(49.78%)	(687.80)	(95.48%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	13,040.34	11,347.47	17,240.40	1,692.87	14.97%	(4,200.06)	(24.36%)
Net Gain or (Loss)	7,328.16	15,667.53	15,324.58	(8,339.37)	(53.23%)	(7,996.42)	(52.18%)

Society of American Archivists
Periodicals (AA & AO)
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	64,064.40	53,678.50	57,169.98	10,385.90	0.00%	6,894.42	0.00%
Subscriptions & Advertising Workshops					19.35%		12.06%
Annual Meeting			1,000.00		0.00%	(1,000.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,370.00	2,647.68	1,275.00	(1,277.68)	0.00%	95.00	0.00%
Total Income	65,434.40	56,326.18	59,444.98	9,108.22	16.17%	5,989.42	10.08%
Expenses							
Salaries, Wages, & Benefits	52,924.98	46,267.60	47,798.60	6,657.38	14.39%	5,126.38	10.72%
Office Occupancy & Utilities	5,302.92	4,583.89	4,749.58	719.03	15.69%	553.34	11.65%
Services	110,780.56	102,401.22	98,993.39	8,379.34	8.18%	11,787.17	11.91%
Supplies	670.85	610.51	479.81	60.34	9.88%	191.04	39.82%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	926.87	1,408.26	1,748.59	(481.39)	(34.18%)	(821.72)	(46.99%)
Taxes, Dues, & Subscriptions	495.00	495.00			0.00%	495.00	0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	171,101.18	155,766.48	153,769.97	15,334.70	9.84%	17,331.21	11.27%
Net Gain or (Loss)	(105,666.78)	(99,440.30)	(94,324.99)	(6,226.48)	6.26%	(11,341.79)	12.02%

Society of American Archivists
American Archivist
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	50,374.50	49,401.50	49,920.00	973.00	0.00%	454.50	0.00%
Subscriptions & Advertising Workshops					1.97%		0.91%
Annual Meeting			1,000.00		0.00%	(1,000.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	195.00	255.88	225.00	(60.88)	0.00%	(30.00)	(13.33%)
Total Income	50,569.50	49,657.38	51,145.00	912.12	(23.79%)	(575.50)	(1.13%)
Expenses							
Salaries, Wages, & Benefits	24,040.37	18,303.90	18,637.79	5,736.47	31.34%	5,402.58	28.99%
Office Occupancy & Utilities	2,411.13	1,808.07	1,852.19	603.06	33.35%	558.94	30.18%
Services	66,562.98	61,700.01	55,865.50	4,862.97	7.88%	10,697.48	19.15%
Supplies	287.42	209.15	242.23	78.27	37.42%	45.19	18.66%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	420.49	569.68	846.89	(149.19)	(26.19%)	(426.40)	(50.35%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	93,722.39	82,590.81	77,444.60	11,131.58	13.48%	16,277.79	21.02%
Net Gain or (Loss)	(43,152.89)	(32,933.43)	(26,299.60)	(10,219.46)	31.03%	(16,853.29)	64.08%

Society of American Archivists
Archival Outlook
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	13,689.90	4,277.00	7,249.98	9,412.90	0.00%	6,439.92	0.00%
Subscriptions & Advertising Workshops					220.08%		88.83%
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	1,175.00	2,391.80	1,050.00	(1,216.80)	(50.87%)	125.00	11.90%
Total Income	14,864.90	6,668.80	8,299.98	8,196.10	122.90%	6,564.92	79.10%
Expenses							
Salaries, Wages, & Benefits	28,884.61	27,963.70	29,160.81	920.91	3.29%	(276.20)	(0.95%)
Office Occupancy & Utilities	2,891.79	2,775.82	2,897.39	115.97	4.18%	(5.60)	(0.19%)
Services	44,217.58	40,701.21	43,127.89	3,516.37	8.64%	1,089.69	2.53%
Supplies	383.43	401.36	237.58	(17.93)	(4.47%)	145.85	61.39%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	506.38	838.58	901.70	(332.20)	(39.61%)	(395.32)	(43.84%)
Taxes, Dues, & Subscriptions	495.00	495.00			0.00%	495.00	0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	77,378.79	73,175.67	76,325.37	4,203.12	5.74%	1,053.42	1.38%
Net Gain or (Loss)	(62,513.89)	(66,506.87)	(68,025.39)	3,992.98	(6.00%)	5,511.50	(8.10%)

Society of American Archivists
Operational Expense Centers
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	1.00	1,154.00	1,050.00	(1,153.00)	(99.91%)	(1,049.00)	(99.90%)
Subscriptions & Advertising	768.69	112,111.42	804.99	(111,342.73)	(99.31%)	(36.30)	(4.51%)
Workshops	384.63	0.30		384.33	128,110.00%	384.63	0.00%
Annual Meeting							0.00%
Publications & CD Sales							0.00%
Contributions							0.00%
Investments							0.00%
Shipping, Handling, & Other							0.00%
Total Income	1,154.32	113,265.72	1,854.99	(112,111.40)	(98.98%)	(700.67)	(37.77%)
Expenses							
Salaries, Wages, & Benefits	158,297.77	172,522.56	181,399.57	(14,224.79)	(8.25%)	(23,101.80)	(12.74%)
Office Occupancy & Utilities	16,444.06	18,103.23	18,094.86	(1,659.17)	(9.17%)	(1,650.80)	(9.12%)
Services	98,628.23	114,447.69	98,520.80	(15,819.46)	(13.82%)	107.43	0.11%
Supplies	2,898.12	2,675.26	2,373.25	222.86	8.33%	524.87	22.12%
Travel	4,793.75	10,948.29	10,914.00	(6,154.54)	(56.21%)	(6,120.25)	(56.08%)
Leases, Rentals, & Licenses	3,342.61	5,659.68	4,462.37	(2,317.07)	(40.94%)	(1,119.76)	(25.09%)
Taxes, Dues, & Subscriptions	11,282.21	11,642.97	8,866.00	(360.76)	(3.10%)	2,416.21	27.25%
Depreciation, Cost of Goods Sold & Other	14,362.39	25,355.82	32,623.14	(10,993.43)	(43.36%)	(18,260.75)	(55.97%)
Total Expenses	310,049.14	361,355.50	357,253.99	(51,306.36)	(14.20%)	(47,204.85)	(13.21%)
Net Gain or (Loss)	(308,894.82)	(248,089.78)	(355,399.00)	(60,805.04)	24.51%	46,504.18	(13.09%)

Society of American Archivists
General & Administrative
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	1.00	1,154.00	1,050.00	(1,153.00)	(99.91%)	(1,049.00)	(99.90%)
Subscriptions & Advertising Workshops	768.69	112,111.42	804.99	(111,342.73)	(99.31%)	(36.30)	(4.51%)
Annual Meeting Publications & CD Sales	384.63	0.30		384.33	128,110.00%	384.63	0.00%
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	1,154.32	113,265.72	1,854.99	(112,111.40)	(98.98%)	(700.67)	(37.77%)
Expenses							
Salaries, Wages, & Benefits	102,252.26	106,543.03	114,125.04	(4,290.77)	(4.03%)	(11,872.78)	(10.40%)
Office Occupancy & Utilities	10,727.56	10,796.71	11,289.61	(69.15)	(0.64%)	(562.05)	(4.98%)
Services	81,575.04	88,272.23	85,300.80	(6,697.19)	(7.59%)	(3,725.76)	(4.37%)
Supplies	1,795.55	2,039.54	1,751.54	(243.99)	(11.96%)	44.01	2.51%
Travel	2,992.92	4,860.88	7,119.00	(1,867.96)	(38.43%)	(4,126.08)	(57.96%)
Leases, Rentals, & Licenses	2,356.00	3,680.64	2,380.63	(1,324.64)	(35.99%)	(24.63)	(1.03%)
Taxes, Dues, & Subscriptions	1,329.05	1,189.00	516.00	140.05	11.78%	813.05	157.57%
Depreciation, Cost of Goods Sold & Other	14,362.39	25,355.82	32,623.14	(10,993.43)	(43.36%)	(18,260.75)	(55.97%)
Total Expenses	217,390.77	242,737.85	255,105.76	(25,347.08)	(10.44%)	(37,714.99)	(14.78%)
Net Gain or (Loss)	(216,236.45)	(129,472.13)	(253,250.77)	(86,764.32)	67.01%	37,014.32	(14.62%)

Society of American Archivists
Governance
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 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	42,776.03	34,453.13	31,534.84	8,322.90	24.16%	11,241.19	35.65%
Office Occupancy & Utilities	4,318.55	4,220.87	3,133.54	97.68	2.31%	1,185.01	37.82%
Services	7,504.71	12,561.00	11,290.87	(5,056.29)	(40.25%)	(3,786.16)	(33.53%)
Supplies	639.20	362.12	349.41	277.08	76.52%	289.79	82.94%
Travel	1,800.83	4,963.80	2,400.00	(3,162.97)	(63.72%)	(599.17)	(24.97%)
Leases, Rentals, & Licenses	752.27	1,042.62	975.52	(290.35)	(27.85%)	(223.25)	(22.89%)
Taxes, Dues, & Subscriptions	3,678.16	4,124.17	2,100.00	(446.01)	(10.81%)	1,578.16	75.15%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	61,469.75	61,727.71	51,784.18	(257.96)	(0.42%)	9,685.57	18.70%
Net Gain or (Loss)	(61,469.75)	(61,727.71)	(51,784.18)	257.96	(0.42%)	(9,685.57)	18.70%

Society of American Archivists
Advocacy
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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	13,269.48	31,526.40	35,739.69	(18,256.92)	(57.91%)	(22,470.21)	(62.87%)
Office Occupancy & Utilities	1,397.95	3,085.65	3,671.71	(1,687.70)	(54.70%)	(2,273.76)	(61.93%)
Services	9,548.48	13,614.46	1,929.13	(4,065.98)	(29.87%)	7,619.35	394.96%
Supplies	463.37	273.60	272.30	189.77	69.36%	191.07	70.17%
Travel		1,123.61	1,395.00	(1,123.61)	(100.00%)	(1,395.00)	(100.00%)
Leases, Rentals, & Licenses	234.34	936.42	1,106.22	(702.08)	(74.97%)	(871.88)	(78.82%)
Taxes, Dues, & Subscriptions	6,275.00	6,329.80	6,250.00	(54.80)	(0.87%)	25.00	0.40%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	31,188.62	56,889.94	50,364.05	(25,701.32)	(45.18%)	(19,175.43)	(38.07%)
Net Gain or (Loss)	(31,188.62)	(56,889.94)	(50,364.05)	25,701.32	(45.18%)	19,175.43	(38.07%)

Society of American Archivists
Funds

For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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			9,000.00		0.00%	(9,000.00)	(100.00%)
Contributions	10,625.00		2,814.02	10,625.00	0.00%	7,810.98	277.57%
Investments	6,290.00		1,257.90	6,290.00	0.00%	(1,257.90)	(100.00%)
Shipping, Handling, & Other					0.00%	6,290.00	0.00%
Total Income	16,915.00		13,071.92	16,915.00	0.00%	3,843.08	29.40%
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities			100.02		0.00%	(100.02)	(100.00%)
Services	7,179.06		36,537.58	7,179.06	0.00%	(29,358.52)	(80.35%)
Supplies	13,248.05		130.00	13,248.05	0.00%	13,118.05	10,090.81%
Travel	1,515.20			1,515.20	0.00%	1,515.20	0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	27,898.79			27,898.79	0.00%	27,898.79	0.00%
Total Expenses	49,841.10		36,767.60	49,841.10	0.00%	13,073.50	35.56%
Net Gain or (Loss)	(32,926.10)		(23,695.68)	(32,926.10)	0.00%	(9,230.42)	38.95%

Society of American Archivists
Council-Directed
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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	625.00		2,814.02	625.00	0.00%	(2,189.02)	(77.79%)
Investments			1,257.90		0.00%	(1,257.90)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	625.00		4,071.92	625.00	0.00%	(3,446.92)	(84.65%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	6,039.82		26,025.10	6,039.82	0.00%	(19,985.28)	(76.79%)
Supplies	319.23			319.23	0.00%	319.23	0.00%
Travel	1,515.20			1,515.20	0.00%	1,515.20	0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	27,898.79			27,898.79	0.00%	27,898.79	0.00%
Total Expenses	35,773.04		26,025.10	35,773.04	0.00%	9,747.94	37.46%
Net Gain or (Loss)	(35,148.04)		(21,953.18)	(35,148.04)	0.00%	(13,194.86)	60.10%

Society of American Archivists
 Brack Fund
 For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	25.00		220.66	25.00	0.00%	(195.66)	(88.67%)
Investments			157.38		0.00%	(157.38)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	25.00		378.04	25.00	0.00%	(353.04)	(93.39%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	4,000.00		325.00	4,000.00	0.00%	3,675.00	1,130.77%
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					0.00%		0.00%
Total Expenses	4,000.00		325.00	4,000.00	0.00%	3,675.00	1,130.77%
Net Gain or (Loss)	(3,975.00)		53.04	(3,975.00)	0.00%	(4,028.04)	(7,594.34%)

Society of American Archivists
Education Fund
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	600.00		871.34	600.00	0.00%	(271.34)	(31.14%)
Investments			427.74		0.00%	(427.74)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	600.00		1,299.08	600.00	0.00%	(699.08)	(53.81%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	1,939.82		7,800.00	1,939.82	0.00%	(5,860.18)	(75.13%)
Supplies					0.00%		0.00%
Travel	1,515.20			1,515.20	0.00%	1,515.20	0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	3,455.02		7,800.00	3,455.02	0.00%	(4,344.98)	(55.70%)
Net Gain or (Loss)	(2,855.02)		(6,500.92)	(2,855.02)	0.00%	3,645.90	(56.08%)

Society of American Archivists
Publications Fund
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions			1,722.02		0.00%	(1,722.02)	(100.00%)
Investments			672.78		0.00%	(672.78)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income			2,394.80		0.00%	(2,394.80)	(100.00%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	100.00		17,900.10	100.00	0.00%	(17,800.10)	(99.44%)
Supplies	319.23			319.23	0.00%	319.23	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	27,898.79			27,898.79	0.00%	27,898.79	0.00%
Total Expenses	28,318.02		17,900.10	28,318.02	0.00%	10,417.92	58.20%
Net Gain or (Loss)	(28,318.02)		(15,505.30)	(28,318.02)	0.00%	(12,812.72)	82.63%

Society of American Archivists
Miscellaneous Funds
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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 Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales			9,000.00		0.00%	(9,000.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,290.00			6,290.00	0.00%	6,290.00	0.00%
Total Income	6,290.00		9,000.00	6,290.00	0.00%	(2,710.00)	(30.11%)
Expenses							
Salaries, Wages, & Benefits			100.02		0.00%		0.00%
Office Occupancy & Utilities			10,512.48	1,139.24	0.00%	(100.02)	(100.00%)
Services	1,139.24			1,139.24	0.00%	(9,373.24)	(89.16%)
Supplies	12,928.82		130.00	12,928.82	0.00%	12,798.82	9,845.25%
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					0.00%		0.00%
Total Expenses	14,068.06		10,742.50	14,068.06	0.00%	3,325.56	30.96%
Net Gain or (Loss)	(7,778.06)		(1,742.50)	(7,778.06)	0.00%	(6,035.56)	346.37%

Society of American Archivists
75th Anniversary Project
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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			9,000.00		0.00%	(9,000.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,290.00			6,290.00	0.00%	6,290.00	0.00%
Total Income	6,290.00		9,000.00	6,290.00	0.00%	(2,710.00)	(30.11%)
Expenses							
Salaries, Wages, & Benefits			100.02		0.00%	(100.02)	0.00%
Office Occupancy & Utilities			10,512.48	1,139.24	0.00%	(9,373.24)	(89.16%)
Services	1,139.24			12,928.82	0.00%	12,798.82	9,845.25%
Supplies	12,928.82		130.00		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					0.00%		0.00%
Total Expenses	14,068.06		10,742.50	14,068.06	0.00%	3,325.56	30.96%
Net Gain or (Loss)	(7,778.06)		(1,742.50)	(7,778.06)	0.00%	(6,035.56)	346.37%

Society of American Archivists
Grants
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services					0.00%		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					0.00%		0.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)	10,000.00			10,000.00	0.00%	10,000.00	0.00%

Society of American Archivists
Delmas Grant
For the Six Months Ending December 31, 2011

	Year-To-Date 12/31/11	Year-To-Date 12/31/10	Budget 12/31/11	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	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services					0.00%		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					0.00%		0.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)	10,000.00			10,000.00	0.00%	10,000.00	0.00%