

**Society of American Archivists
Council Meeting
January 23 – 26, 2014
Chicago, IL**

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

Overview

For the six months ending December 31, SAA posted a net gain of \$169,336.35. The budgeted net gain was \$94,641.32; the actual net gain was better than budget by \$74,695.03 (78.92%). Total revenues exceeded budget by \$29,374.13 (1.82%). Total expenses were under budget by \$45,320.90 (2.99%). The net gain is \$65,680.65 (63.36%) higher than last year. The Annual Meeting's strong performance is the main reason for the large net gain.

Balance Sheet

The balance sheet strengthened in December. Cash and Investments balances combined exceeded last year by \$208,013.32 (29.83%). Total deferred revenues exceeded last year by \$41,225.15 (7.52%). Membership and Exhibitors are two areas that are particularly strong in comparison to last year. We are monitoring Education's deferred revenues to ascertain whether the decrease indicates a decline in future revenues. So far, it has not.

Income Statement

For the six months ending December 31, SAA posted a net gain of \$169,336.35. This performance is better than last year and budget by \$65,680.65 (63.36%) and \$74,695.03 (78.92%), respectively. As noted above, the Annual Meeting was the major contributor to the net gain. Membership continued its strong and steady performance. Education and Career Services revenues exceeded both last year and budget. Publications sales did not meet last year's levels or budget. Expenses were under budget in most cost centers.

Specific points of interest are as follows:

- **Membership:** Dues revenue exceeded last year and budget by 7.07% and 0.38%, respectively. The favorable variance to last year, combined with the fact that deferred revenues in Membership are nearly 8% ahead of last year, is very encouraging. Membership's net gain of \$374,500.87 exceeded last year by 8.44%, but was less than budget by 0.88%.
- **Periodicals:** *American Archivist* subscription revenues exceeded last year by \$8,133.75 (17.29%), but fell short of budget by \$5,444.25 (8.98%). As of December 31, *Archival Outlook* advertising revenues are less than last year and budget by approximately \$2,700 and \$1,800, respectively. Across both publications, favorable variances in expenses more than offset the unfavorable revenue variances. As of

December 31, the \$82,740.77 net loss in Periodicals is better than last year and budget by \$4,614.30 (5.28%) and \$490.66 (0.59%), respectively.

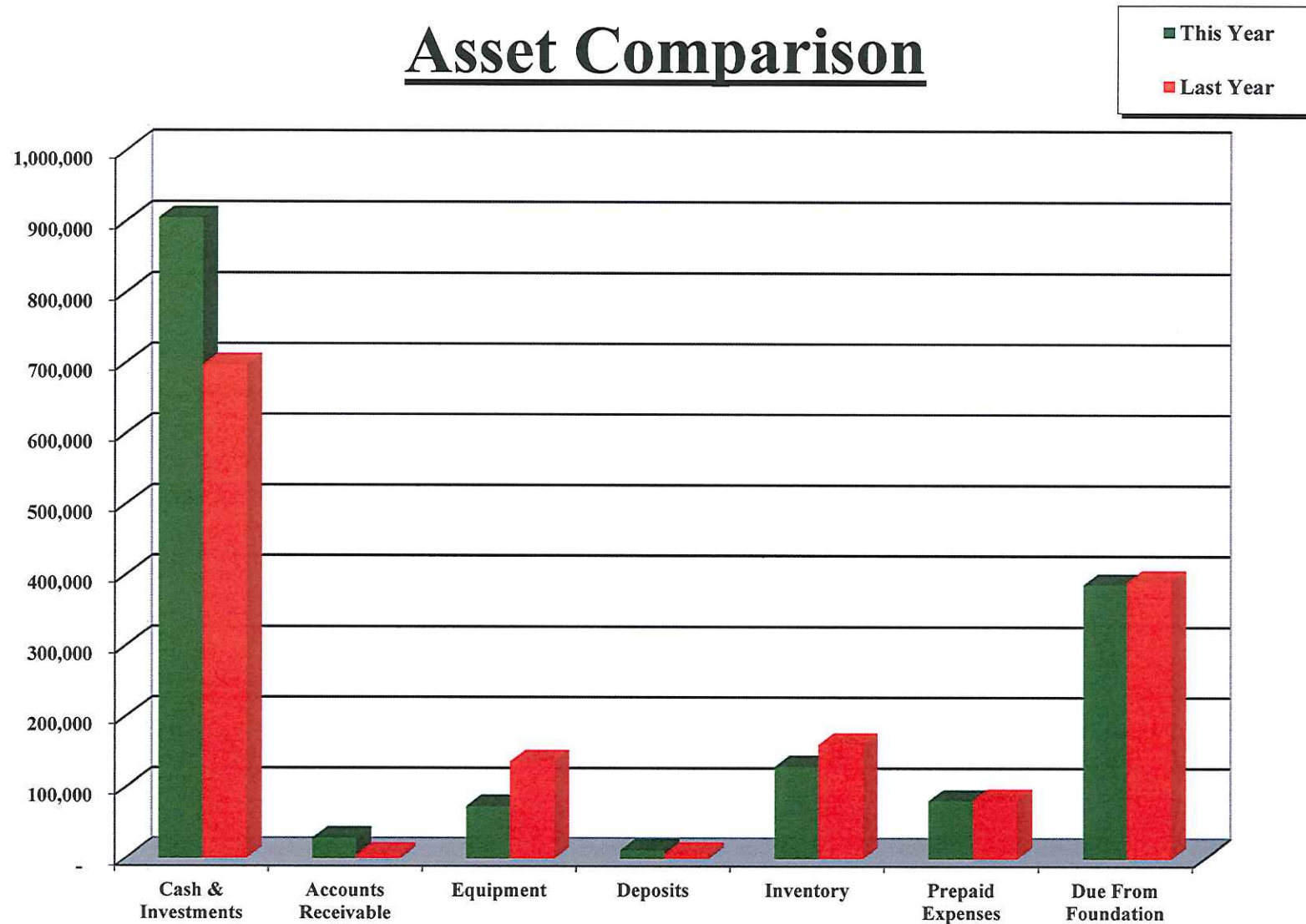
- **Annual Meeting:** Revenues exceeded expectations while prudent spending practices kept expenses well below budget. The result, as of December 31, was a net gain of \$179,170.91. This exceeds last year by \$62,048.03 (52.98%) and budget by \$85,202.89 (90.67%). Areas in which we were particularly successful in managing expenses were audio/visual (see note regarding roundtable audio/visual expenses under Governance) and facilities rental. With regard to revenues, we budgeted for 1,450 attendees and actual attendance exceeded 1,600.
- **Publications:** Despite a strong September, the first six months of the fiscal year have not met expectations. Total revenues fell short of last year and budget by \$52,647.10 (26.26%) and \$58,185.43 (28.24%), respectively. This led to a net loss of \$14,279.64 that is expected to increase unless sales rebound significantly.
- **Education:** Workshop and DAS revenues have been strong during the first six months of the fiscal year. Because of this, total revenues exceeded last year and budget by \$83,749.18 (38.12%) and \$17,613.18 (6.16%), respectively. The net gain of \$73,338.47 exceeded last year and budget by \$34,739.14 (90%) and \$27,689.01 (60.66%), respectively.
- **Career Services:** Total revenues exceeded last year and budget expectations. This continues the trend that began during the first half of FY 2013. The net gain of \$19,298.87 exceeded last year and budget by 34.83% and 26.03%, respectively.
- **G&A:** Total expenses exceeded last year by 8.09% and 2.24%, respectively. In anticipation of a higher-than-normal tax liability related to increased advertising revenues, we made federal and state tax payments during October that should cover the anticipated FY14 liability.
- **Governance:** Total expenses are less than last year by \$7,465.98 (11.32%), but exceed budget by \$3,519.07 (6.4%). The unfavorable variance in Services reflects a staff decision to charge audio/visual expenses for roundtable meeting support to Governance rather than to the Annual Meeting (where it was originally budgeted).
- **Advocacy:** The favorable variance in Services was the result of not conducting an "Advocating for Archives" pre-conference workshop at the Annual Meeting. A number of expenses related to graphic design and printing have been delayed until later in the year. Total expenses are under budget by \$15,531.43 (29.8%), but are higher than at the same time last year due to funding SAA's representative to WIPO and an increase in staff effort.

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

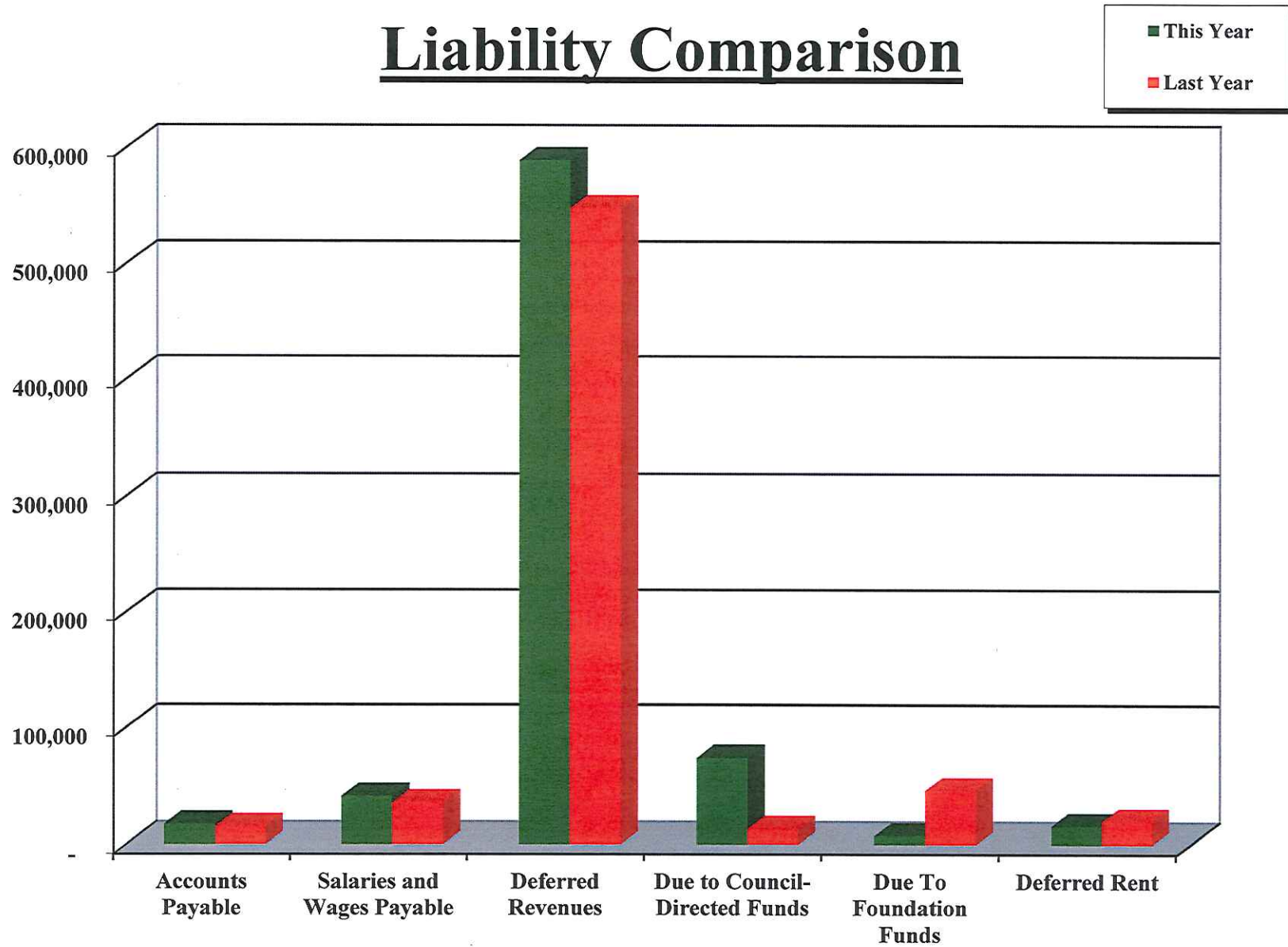
Society of American Archivists
Balance Sheet - Operations
December 31, 2013

	<u>Fiscal 2014</u>	<u>Fiscal 2013</u>	<u>Fiscal 2014 vs, Fiscal 2013</u>	
			<u>\$ Variance</u>	<u>% Variance</u>
Assets				
Cash & Investments	\$905,421.11	\$697,407.79	\$208,013.32	29.83%
Accounts Receivable	28,860.59	5,513.53	23,347.06	423.45%
Equipment	73,740.12	136,788.17	(63,048.05)	(46.09%)
Deposits	11,851.00	7,000.00	4,851.00	69.30%
Inventory	129,800.86	161,504.61	(31,703.75)	(19.63%)
Prepaid Expenses	81,712.81	82,891.70	(1,178.89)	(1.42%)
Due From Foundation	387,337.99	392,285.06	(4,947.07)	(1.26%)
Total Assets	<u>1,618,724.48</u>	<u>1,483,390.86</u>	<u>135,333.62</u>	<u>9.12%</u>
Liabilities				
Accounts Payable	17,573.51	15,290.71	2,282.80	14.93%
Salaries and Wages Payable	41,171.10	35,478.30	5,692.80	16.05%
Deferred Revenues				
Annual Meeting	448.00	319.00	129.00	40.44%
Subscriptions	79,084.75	77,625.50	1,459.25	1.88%
Membership	468,096.81	433,556.27	34,540.54	7.97%
Education	14,124.16	22,379.00	(8,254.84)	(36.89%)
Sponsors	5,000.00		5,000.00	0.00%
Advertising	3,714.00	3,000.00	714.00	23.80%
Exhibitors	16,700.00	9,300.00	7,400.00	79.57%
Consultants	1,940.40	1,703.20	237.20	13.93%
Total Deferred Revenues	589,108.12	547,882.97	41,225.15	7.52%
Due to Council-Directed Funds	74,038.11	13,333.56	60,704.55	455.28%
Due To Foundation	7,598.14	46,153.78	(38,555.64)	(83.54%)
Deferred Rent	15,953.30	19,860.26	(3,906.96)	(19.67%)
Total Liabilities	<u>745,442.28</u>	<u>677,999.58</u>	<u>67,442.70</u>	<u>9.95%</u>
Net Assets				
Fund Balance	703,945.85	701,735.58	2,210.27	0.31%
Net Gain or Loss	169,336.35	103,655.70	65,680.65	63.36%
Total Net Assets	<u>873,282.20</u>	<u>805,391.28</u>	<u>67,890.92</u>	<u>8.43%</u>
Total Liabilities and Net Assets	<u>1,618,724.48</u>	<u>1,483,390.86</u>	<u>135,333.62</u>	<u>9.12%</u>

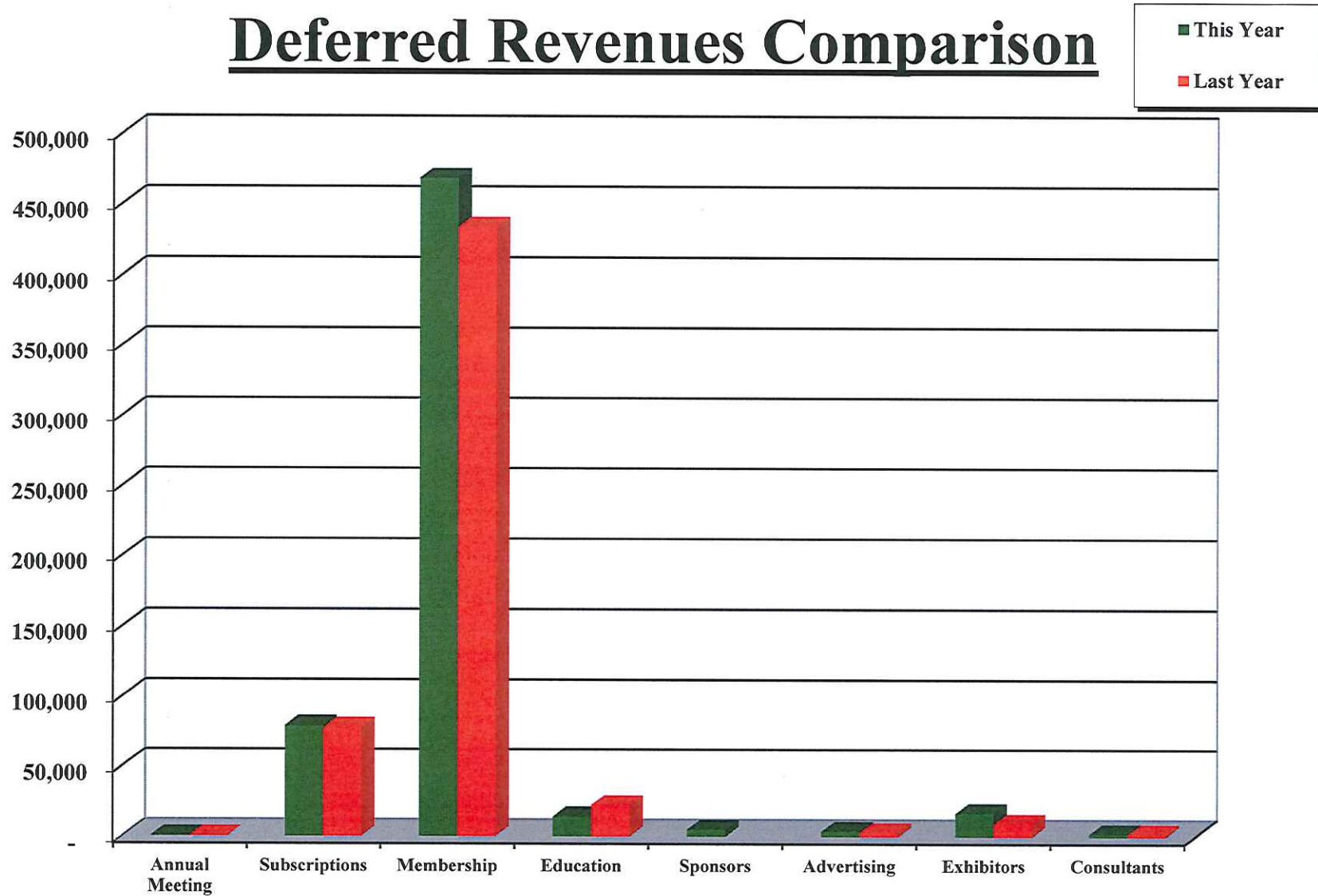
Asset Comparison



Liability Comparison



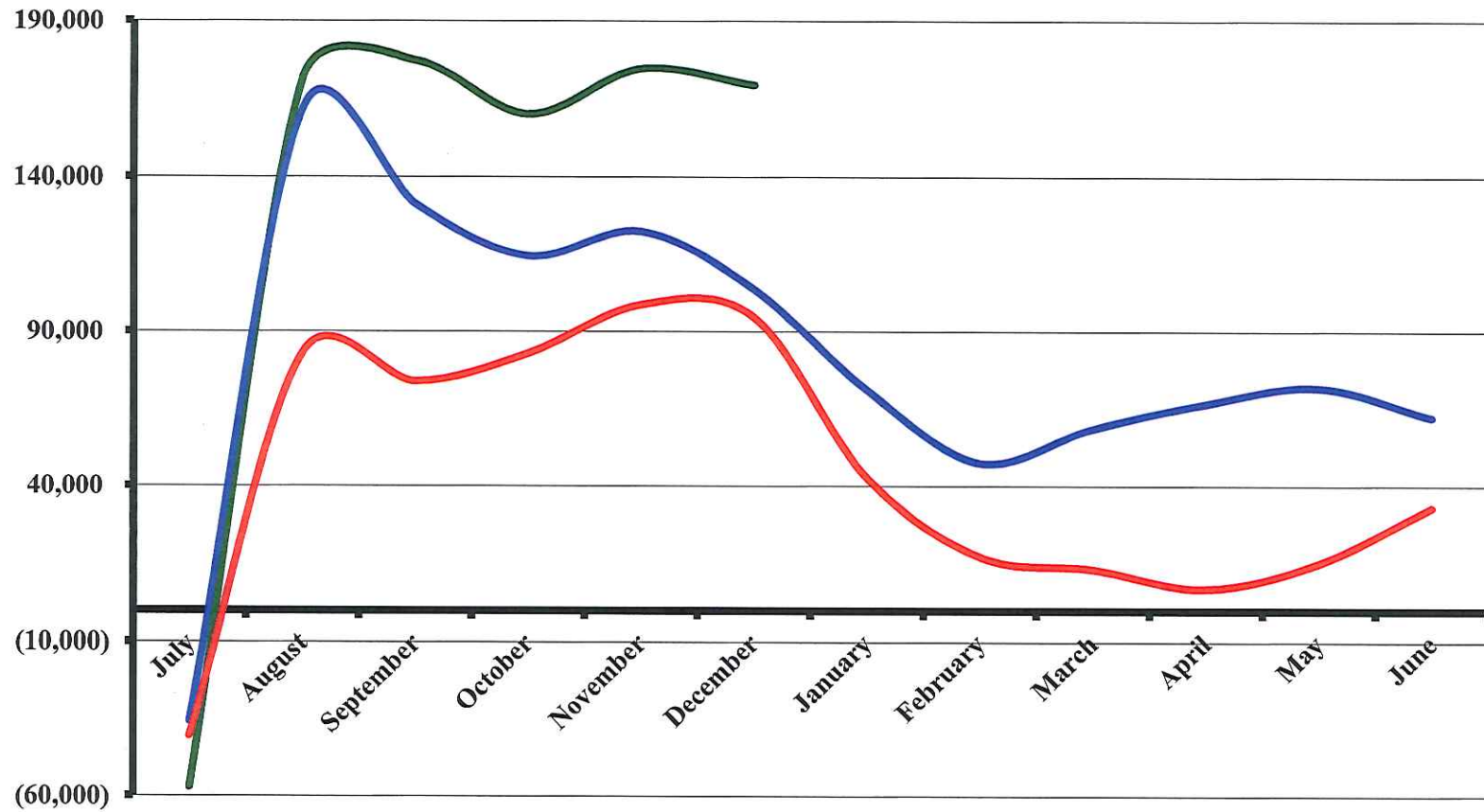
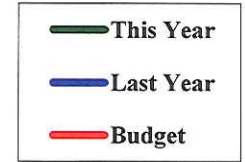
Deferred Revenues Comparison



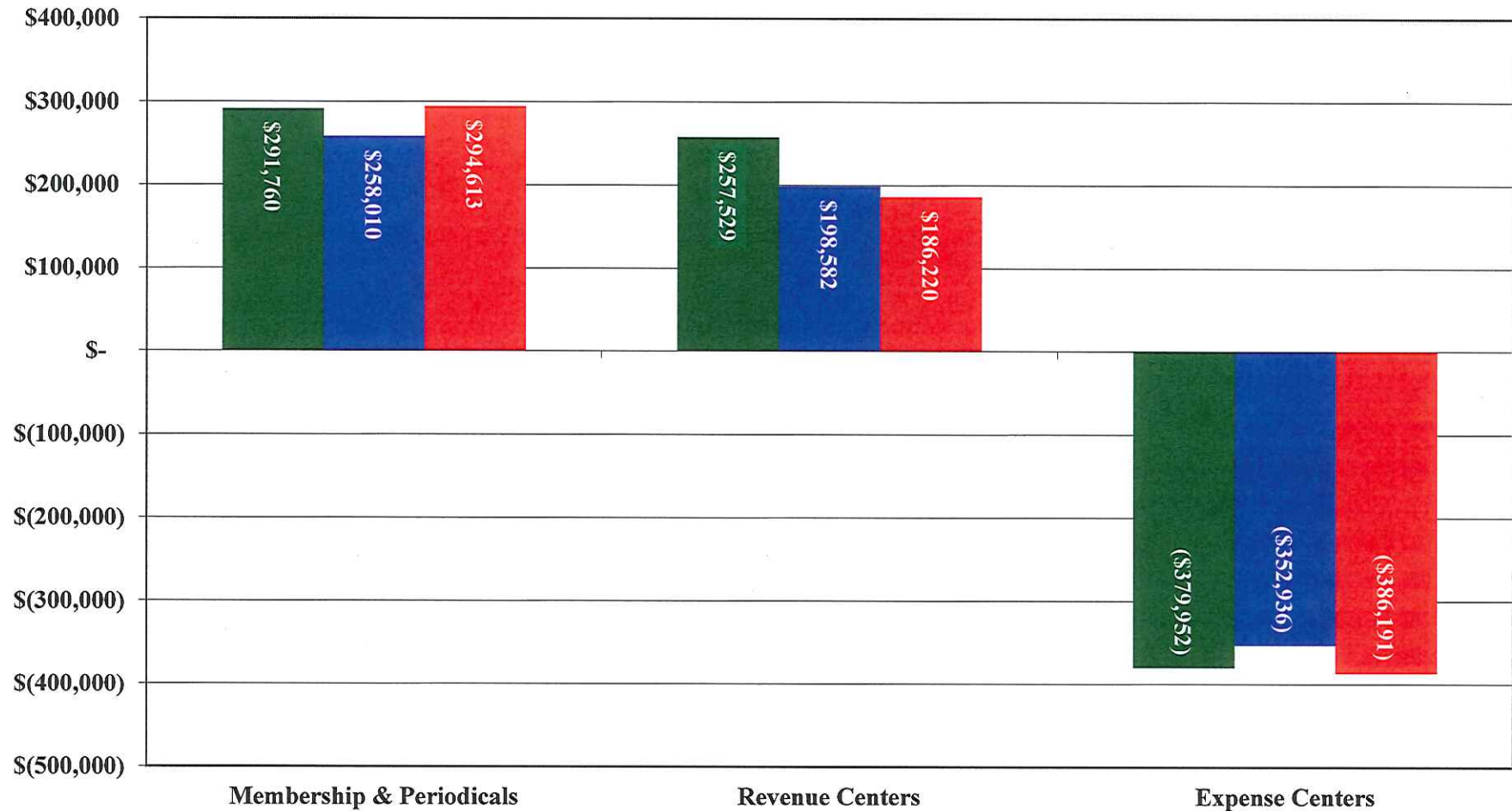
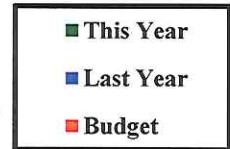
Society of American Archivists
SAA Net Gain Or Loss By Cost Center
For the Six Months Ending December 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Operations							
Membership	\$374,500.87	\$345,364.81	\$377,844.17	\$29,136.06	8.44%	(\$3,343.30)	(0.88%)
Annual Meeting	179,170.91	117,122.88	93,968.05	62,048.03	52.98%	85,202.86	90.67%
Publications	(14,279.64)	28,546.63	31,289.50	(42,826.27)	(150.02%)	(45,569.14)	(145.64%)
Education	73,338.47	38,599.33	45,649.46	34,739.14	90.00%	27,689.01	60.66%
Career Services	19,298.87	14,313.49	15,313.03	4,985.38	34.83%	3,985.84	26.03%
American Archivist	(27,513.37)	(31,393.76)	(23,249.92)	3,880.39	(12.36%)	(4,263.45)	18.34%
Archival Outlook	(55,227.40)	(55,961.31)	(59,981.51)	733.91	(1.31%)	4,754.11	(7.93%)
General & Administrative	(284,890.17)	(264,446.87)	(279,366.91)	(20,443.30)	7.73%	(5,523.26)	1.98%
Advocacy	(36,582.49)	(22,543.82)	(51,863.92)	(14,038.67)	62.27%	15,281.43	(29.46%)
Governance	(58,479.70)	(65,945.68)	(54,960.63)	7,465.98	(11.32%)	(3,519.07)	6.40%
Total Net Gain/(Loss)	169,336.35	103,655.70	94,641.32	65,680.65	63.36%	74,695.03	78.92%

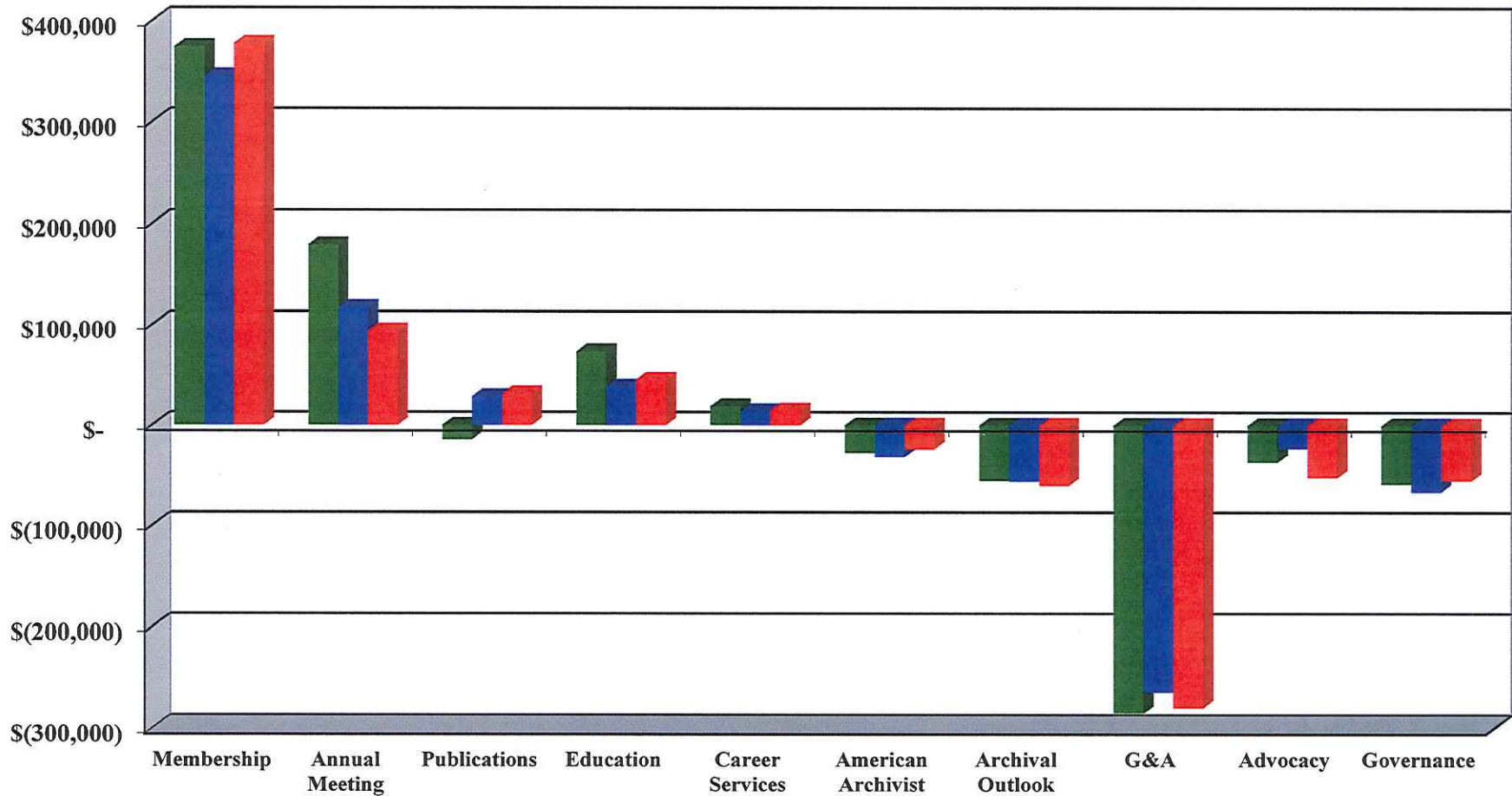
Operations Cumulative Net Gain/Loss



Net Gain Or Loss By Cost Center Group



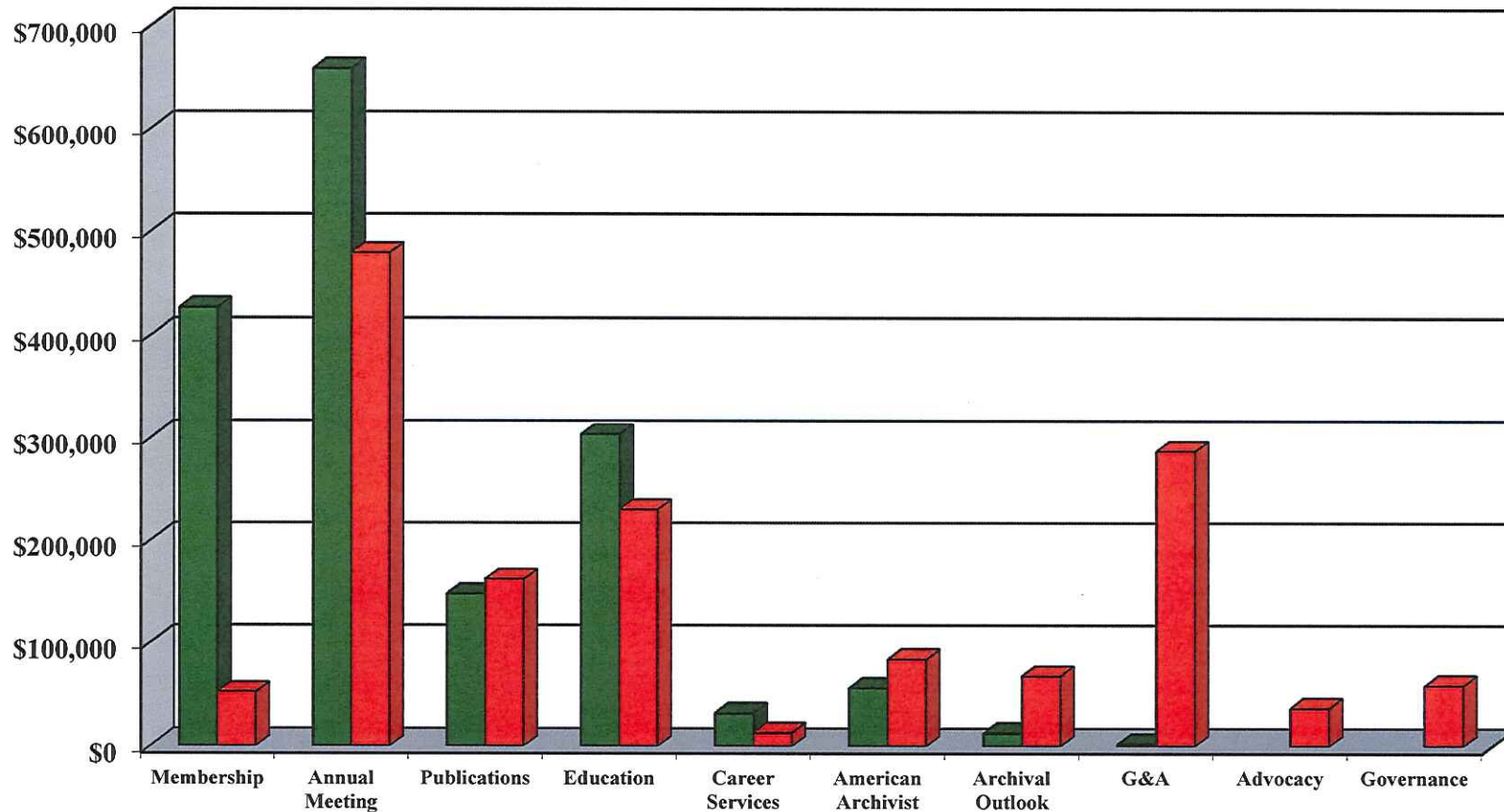
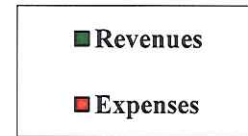
Net Gain Or Loss By Cost Center



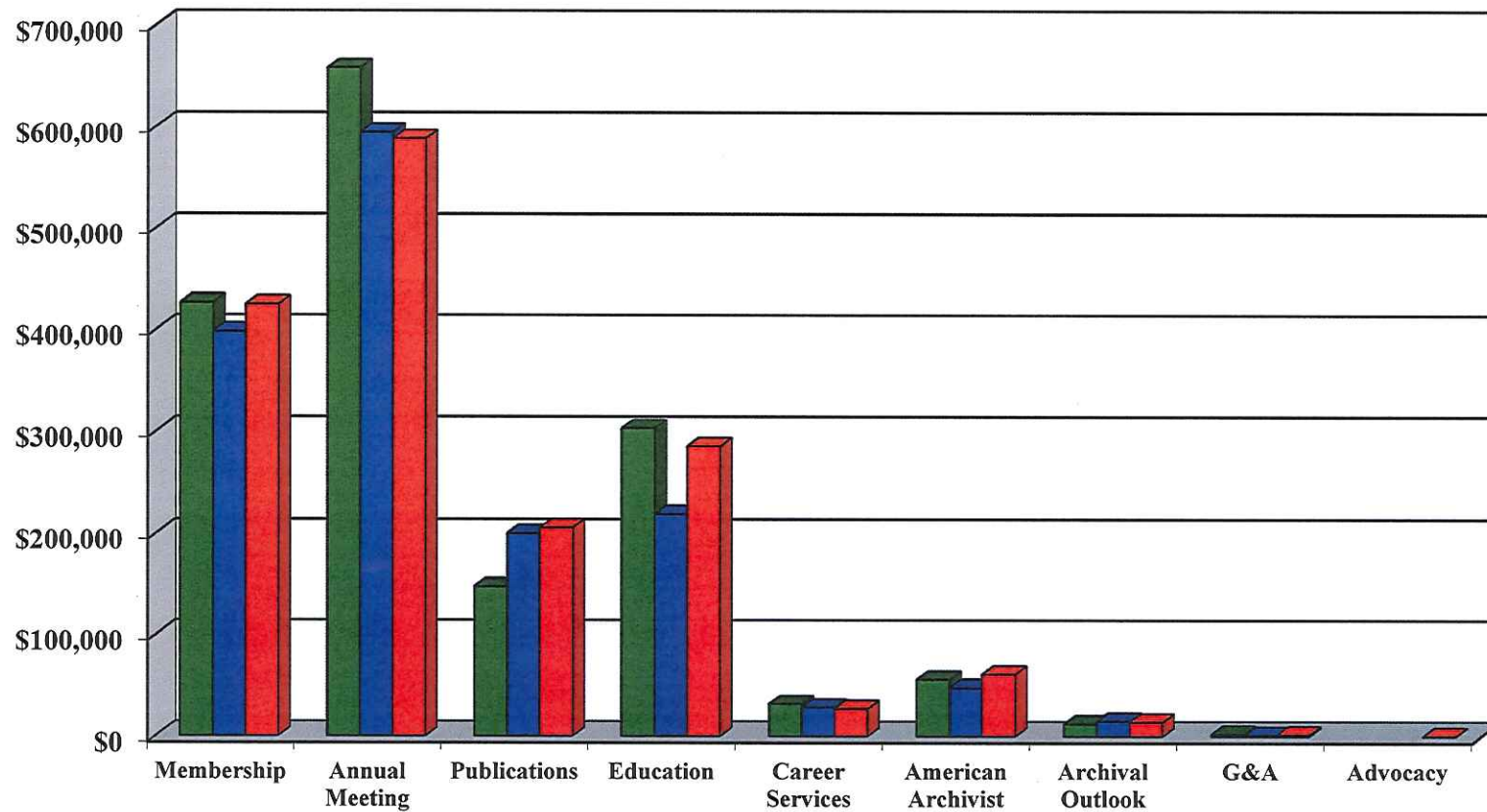
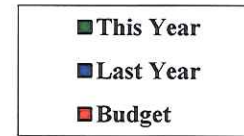
Society of American Archivists
Income Statement by Cost Center
For the Six Months Ending December 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Revenues							
Membership	\$426,590.58	\$398,520.40	\$425,066.36	\$28,070.18	7.04%	\$1,524.22	0.36%
Annual Meeting	658,583.78	594,750.11	588,360.04	63,833.67	10.73%	70,223.74	11.94%
Publications	147,828.38	200,475.48	206,013.81	(52,647.10)	(26.26%)	(58,185.43)	(28.24%)
Education	303,442.18	219,693.00	285,829.00	83,749.18	38.12%	17,613.18	6.16%
Career Services	32,003.70	28,665.70	27,149.98	3,338.00	11.64%	4,853.72	17.88%
American Archivist	56,375.76	48,539.50	61,834.98	7,836.26	16.14%	(5,459.22)	(8.83%)
Archival Outlook	12,410.30	15,165.05	14,124.99	(2,754.75)	(18.17%)	(1,714.69)	(12.14%)
General & Administrative	2,133.61	1,096.34	1,365.00	1,037.27	94.61%	768.61	56.31%
Advocacy			250.00		0.00%	(250.00)	(100.00%)
Governance					0.00%		0.00%
Total Revenues	1,639,368.29	1,506,905.58	1,609,994.16	132,462.71	8.79%	29,374.13	1.82%
Expenses							
Membership	52,089.71	53,155.59	47,222.19	(1,065.88)	(2.01%)	4,867.52	10.31%
Annual Meeting	479,412.87	477,627.23	494,391.99	1,785.64	0.37%	(14,979.12)	(3.03%)
Publications	162,108.02	171,928.85	174,724.31	(9,820.83)	(5.71%)	(12,616.29)	(7.22%)
Education	230,103.71	181,093.67	240,179.54	49,010.04	27.06%	(10,075.83)	(4.20%)
Career Services	12,704.83	14,352.21	11,836.95	(1,647.38)	(11.48%)	867.88	7.33%
American Archivist	83,889.13	79,933.26	85,084.90	3,955.87	4.95%	(1,195.77)	(1.41%)
Archival Outlook	67,637.70	71,126.36	74,106.50	(3,488.66)	(4.90%)	(6,468.80)	(8.73%)
General & Administrative	287,023.78	265,543.21	280,731.91	21,480.57	8.09%	6,291.87	2.24%
Advocacy	36,582.49	22,543.82	52,113.92	14,038.67	62.27%	(15,531.43)	(29.80%)
Governance	58,479.70	65,945.68	54,960.63	(7,465.98)	(11.32%)	3,519.07	6.40%
Total Expenses	1,470,031.94	1,403,249.88	1,515,352.84	66,782.06	4.76%	(45,320.90)	(2.99%)
Total Net Gain/(Loss)	169,336.35	103,655.70	94,641.32	65,680.65	63.36%	74,695.03	78.92%

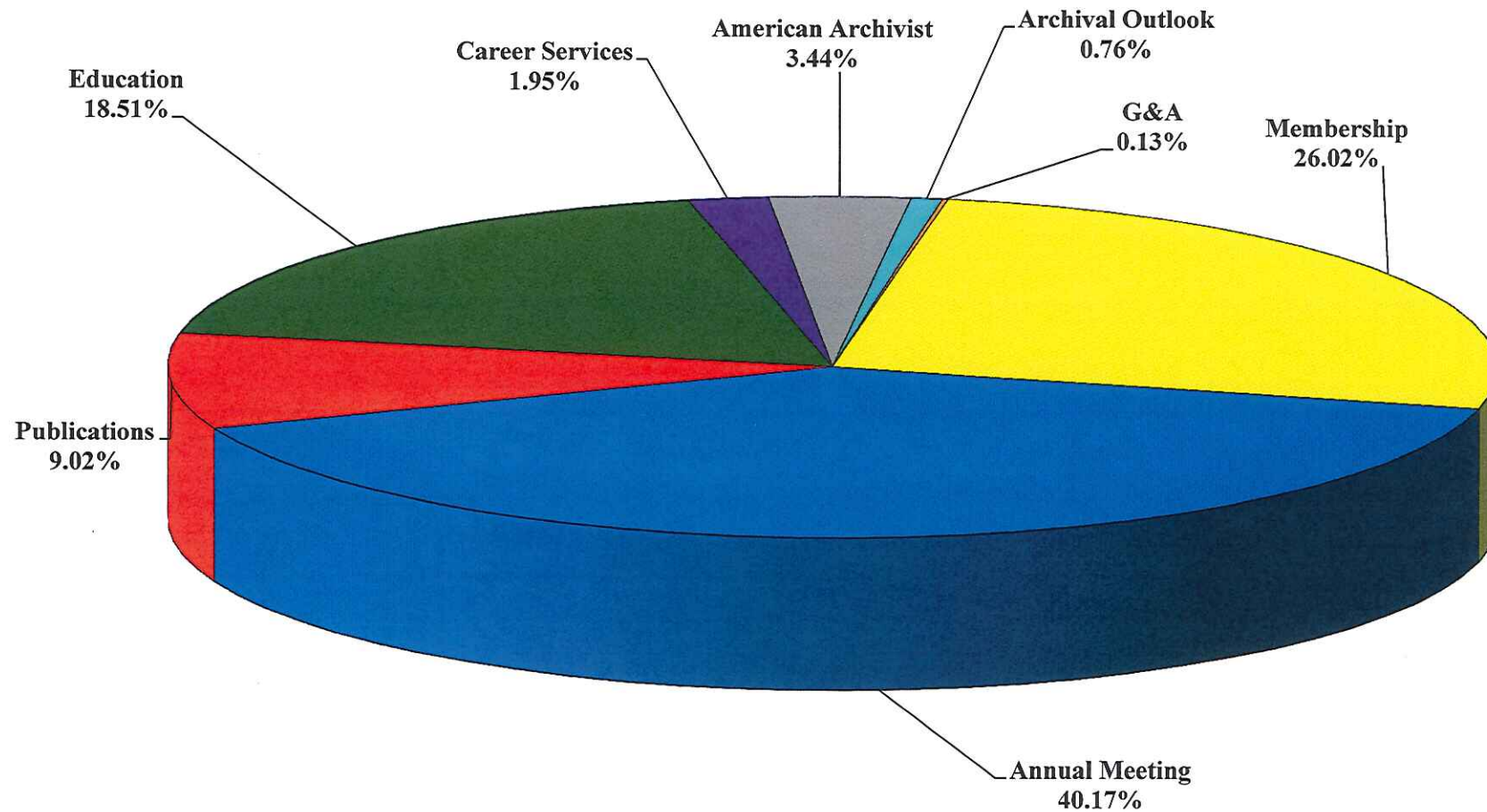
Cost Center Revenues vs. Expenses



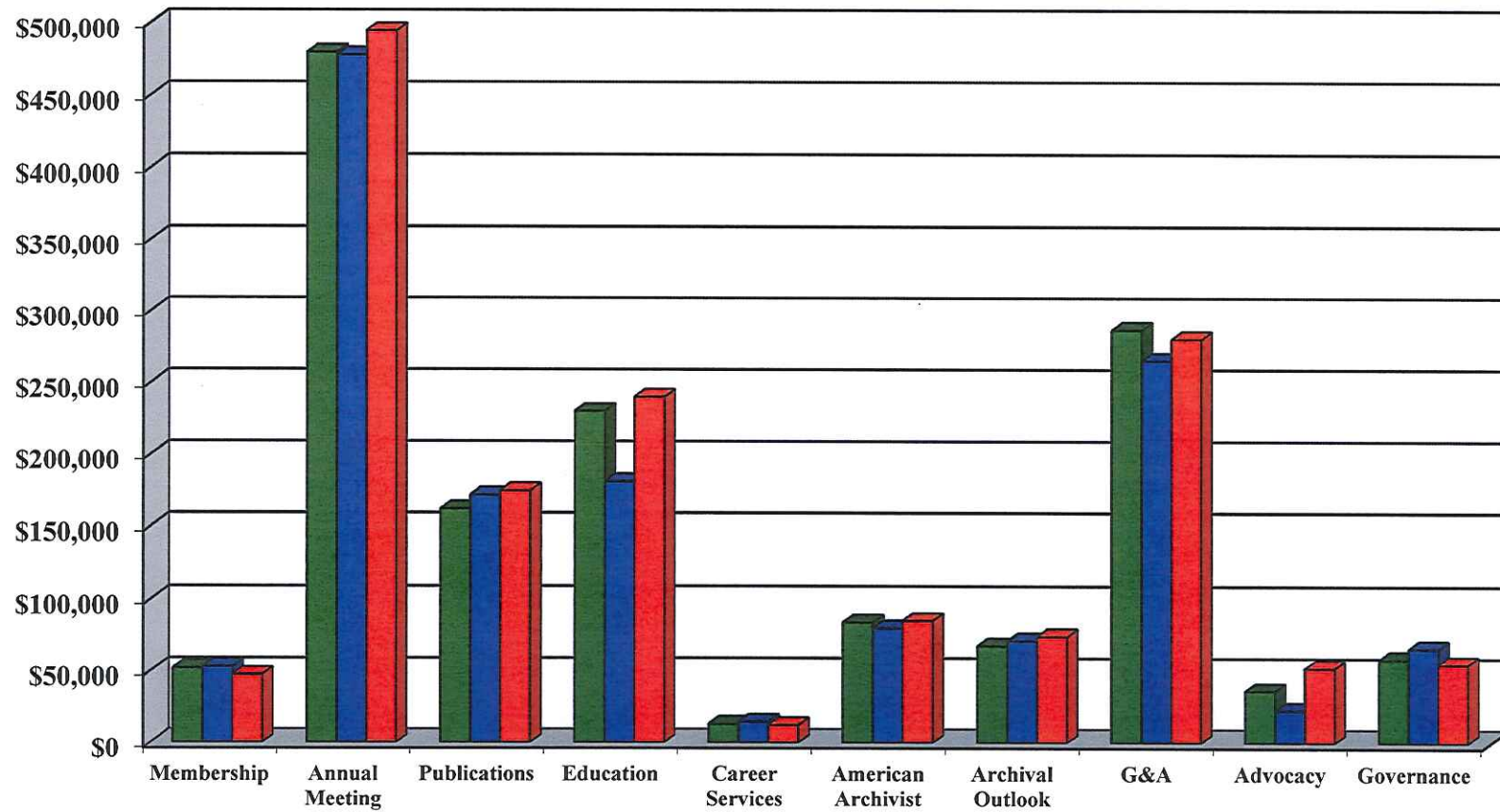
Revenues By Cost Center



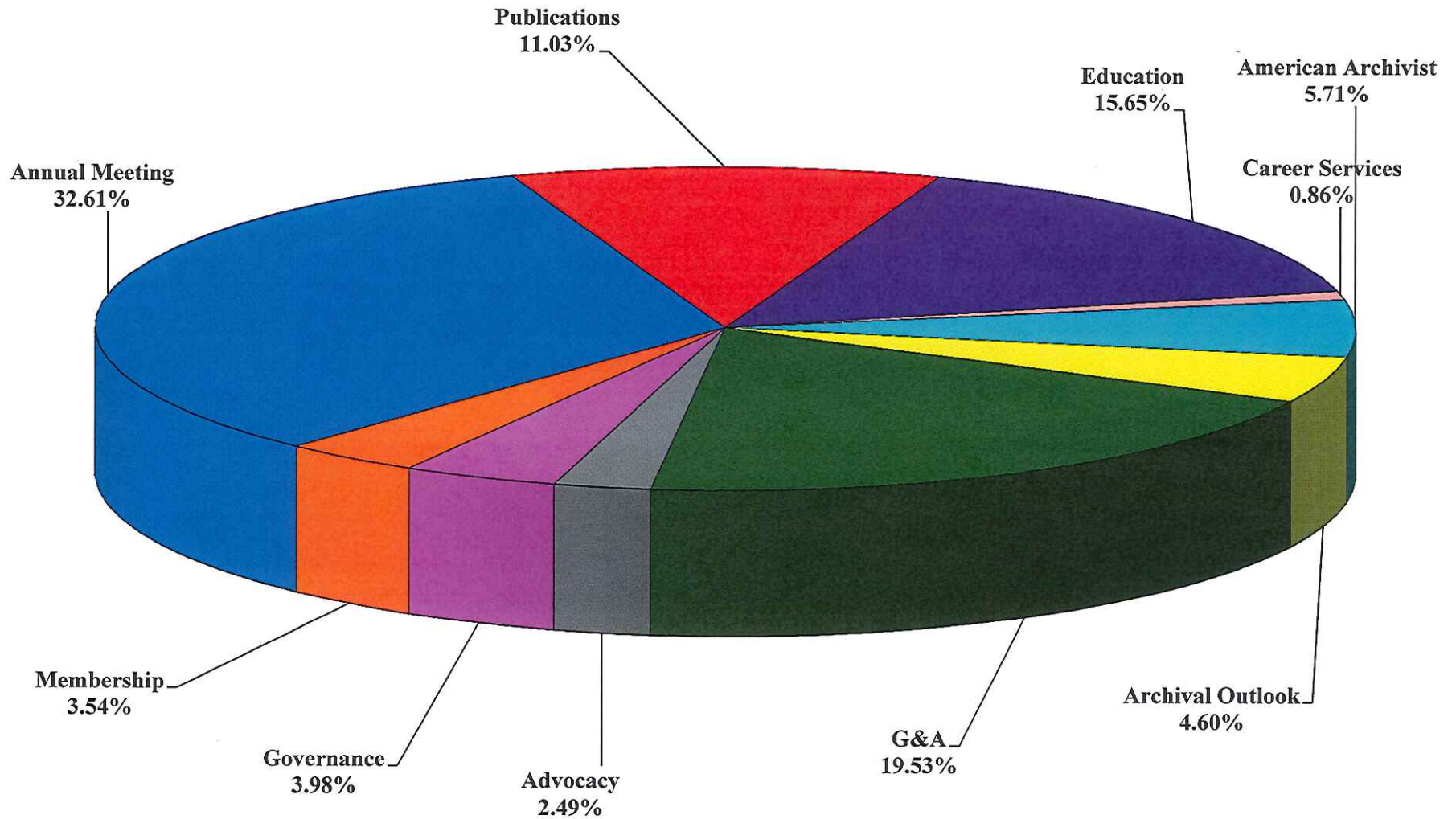
SAA Revenues by Cost Center



Expenses By Cost Center



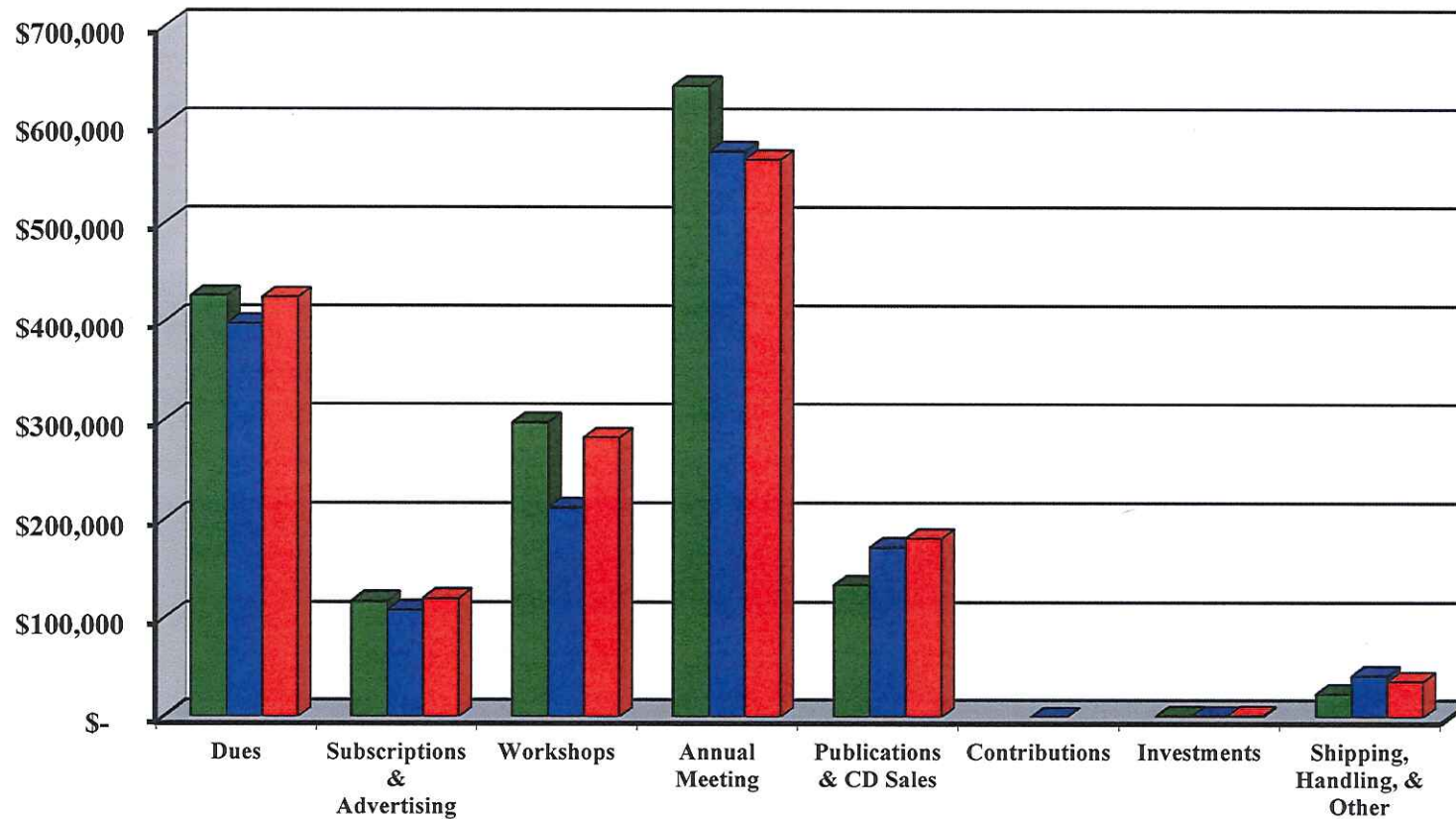
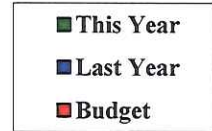
SAA Expenses by Cost Center



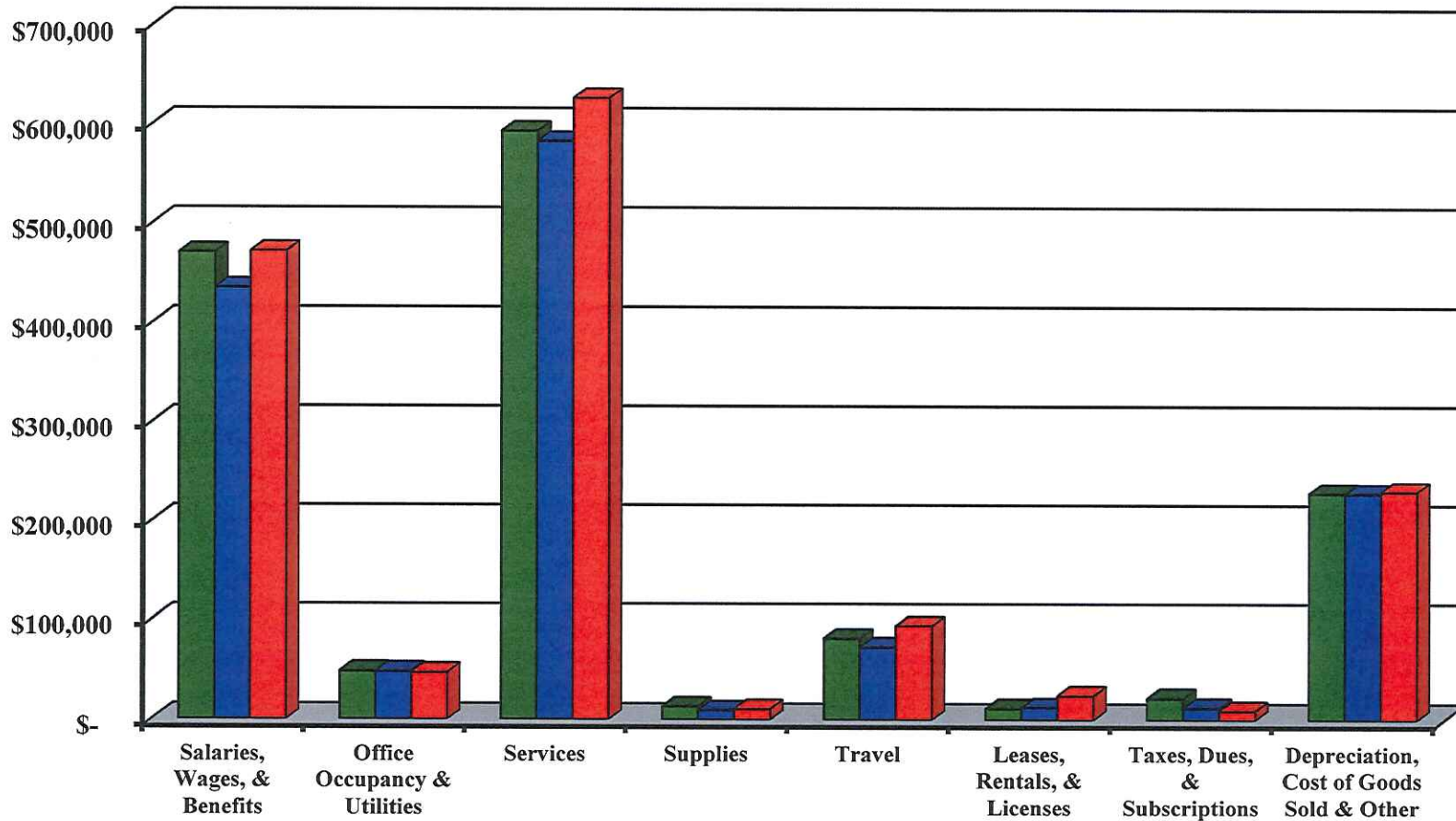
Society of American Archivists
Consolidated Statement of Activities
For the Six Months Ending December 31, 2013

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$426,410.58	\$398,259.20	\$424,816.36	\$28,151.38	7.07%	\$1,594.22	0.38%
Subscriptions & Advertising	117,269.25	108,660.25	120,009.97	8,609.00	7.92%	(2,740.72)	(2.28%)
Workshops	297,642.18	211,982.00	282,329.00	85,660.18	40.41%	15,313.18	5.42%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales	133,890.33	172,020.32	181,045.69	(38,129.99)	(22.17%)	(47,155.36)	(26.05%)
Contributions		100.00		(100.00)	(100.00%)		0.00%
Investments	1,332.61	970.24	1,365.00	362.37	37.35%	(32.39)	(2.37%)
Shipping, Handling, & Other	23,216.93	41,709.07	35,818.10	(18,492.14)	(44.34%)	(12,601.17)	(35.18%)
Total Income	1,639,368.29	1,506,905.58	1,609,994.16	132,462.71	8.79%	29,374.13	1.82%
Expenses							
Salaries, Wages, & Benefits	471,075.05	435,768.07	472,477.89	35,306.98	8.10%	(1,402.84)	(0.30%)
Office Occupancy & Utilities	48,600.39	48,482.20	47,238.19	118.19	0.24%	1,362.20	2.88%
Services	593,191.68	582,963.03	626,978.38	10,228.65	1.75%	(33,786.70)	(5.39%)
Supplies	13,445.48	9,715.39	10,891.33	3,730.09	38.39%	2,554.15	23.45%
Travel	81,613.61	73,130.64	94,176.50	8,482.97	11.60%	(12,562.89)	(13.34%)
Leases, Rentals, & Licenses	11,537.24	12,676.22	24,367.57	(1,138.98)	(8.99%)	(12,830.33)	(52.65%)
Taxes, Dues, & Subscriptions	22,070.22	12,405.00	9,186.00	9,665.22	77.91%	12,884.22	140.26%
Depreciation, Cost of Goods Sold & Other	228,498.27	228,109.33	230,036.98	388.94	0.17%	(1,538.71)	(0.67%)
Total Expenses	1,470,031.94	1,403,249.88	1,515,352.84	66,782.06	4.76%	(45,320.90)	(2.99%)
Net Gain or (Loss)	169,336.35	103,655.70	94,641.32	65,680.65	63.36%	74,695.03	78.92%

Operations Revenue Comparison



Operations Expense Comparison



Society of American Archivists
 Membership and Periodicals
 For the Six Months Ending December 31, 2013

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues	\$426,410.58	\$398,259.20	\$424,816.36	\$28,151.38	7.07%	\$1,594.22	0.38%
Subscriptions & Advertising	67,400.55	62,279.55	74,709.99	5,121.00	8.22%	(7,309.44)	(9.78%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>1,565.51</u>	<u>1,686.20</u>	<u>1,499.98</u>	<u>(120.69)</u>	<u>(7.16%)</u>	<u>65.53</u>	<u>4.37%</u>
Total Income	<u><u>495,376.64</u></u>	<u><u>462,224.95</u></u>	<u><u>501,026.33</u></u>	<u><u>33,151.69</u></u>	<u><u>7.17%</u></u>	<u><u>(5,649.69)</u></u>	<u><u>(1.13%)</u></u>
Expenses							
Salaries, Wages, & Benefits	76,955.57	92,960.13	83,007.34	(16,004.56)	(17.22%)	(6,051.77)	(7.29%)
Office Occupancy & Utilities	7,564.84	9,863.10	8,176.95	(2,298.26)	(23.30%)	(612.11)	(7.49%)
Services	110,826.50	95,053.34	106,105.16	15,773.16	16.59%	4,721.34	4.45%
Supplies	936.35	2,241.07	2,775.07	(1,304.72)	(58.22%)	(1,838.72)	(66.26%)
Travel		1,597.27		(1,597.27)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,349.28	1,768.30	2,349.07	(419.02)	(23.70%)	(999.79)	(42.56%)
Taxes, Dues, & Subscriptions		495.00		(495.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>5,984.00</u>	<u>237.00</u>	<u>4,000.00</u>	<u>5,747.00</u>	<u>2,424.89%</u>	<u>1,984.00</u>	<u>49.60%</u>
Total Expenses	<u><u>203,616.54</u></u>	<u><u>204,215.21</u></u>	<u><u>206,413.59</u></u>	<u><u>(598.67)</u></u>	<u><u>(0.29%)</u></u>	<u><u>(2,797.05)</u></u>	<u><u>(1.36%)</u></u>
Net Gain or (Loss)	<u><u>291,760.10</u></u>	<u><u>258,009.74</u></u>	<u><u>294,612.74</u></u>	<u><u>33,750.36</u></u>	<u><u>13.08%</u></u>	<u><u>(2,852.64)</u></u>	<u><u>(0.97%)</u></u>

Society of American Archivists
Membership
For the Six Months Ending December 31, 2013

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$426,410.58	\$398,259.20	\$424,816.36	\$28,151.38	7.07%	\$1,594.22	0.38%
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	180.00	261.20	250.00	(81.20)	(31.09%)	(70.00)	(28.00%)
Total Income	426,590.58	398,520.40	425,066.36	28,070.18	7.04%	1,524.22	0.36%
Expenses							
Salaries, Wages, & Benefits	35,507.82	40,472.25	32,257.12	(4,964.43)	(12.27%)	3,250.70	10.08%
Office Occupancy & Utilities	3,489.60	4,405.99	3,178.83	(916.39)	(20.80%)	310.77	9.78%
Services	6,071.51	3,962.69	5,454.83	2,108.82	53.22%	616.68	11.31%
Supplies	414.21	1,907.59	1,418.20	(1,493.38)	(78.29%)	(1,003.99)	(70.79%)
Travel		1,597.27		(1,597.27)	(100.00%)		0.00%
Leases, Rentals, & Licenses	622.57	772.80	913.21	(150.23)	(19.44%)	(290.64)	(31.83%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	5,984.00	37.00	4,000.00	5,947.00	16,072.97%	1,984.00	49.60%
Total Expenses	52,089.71	53,155.59	47,222.19	(1,065.88)	(2.01%)	4,867.52	10.31%
Net Gain or (Loss)	374,500.87	345,364.81	377,844.17	29,136.06	8.44%	(3,343.30)	(0.88%)

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

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	67,400.55	62,279.55	74,709.99	5,121.00	8.22%	(7,309.44)	(9.78%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>1,385.51</u>	<u>1,425.00</u>	<u>1,249.98</u>	<u>(39.49)</u>	<u>(2.77%)</u>	<u>135.53</u>	<u>10.84%</u>
Total Income	<u>68,786.06</u>	<u>63,704.55</u>	<u>75,959.97</u>	<u>5,081.51</u>	<u>7.98%</u>	<u>(7,173.91)</u>	<u>(9.44%)</u>
Expenses							
Salaries, Wages, & Benefits	41,447.75	52,487.88	50,750.22	(11,040.13)	(21.03%)	(9,302.47)	(18.33%)
Office Occupancy & Utilities	4,075.24	5,457.11	4,998.12	(1,381.87)	(25.32%)	(922.88)	(18.46%)
Services	104,754.99	91,090.65	100,650.33	13,664.34	15.00%	4,104.66	4.08%
Supplies	522.14	333.48	1,356.87	188.66	56.57%	(834.73)	(61.52%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	726.71	995.50	1,435.86	(268.79)	(27.00%)	(709.15)	(49.39%)
Taxes, Dues, & Subscriptions		495.00		(495.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		200.00		(200.00)	(100.00%)		0.00%
Total Expenses	<u>151,526.83</u>	<u>151,059.62</u>	<u>159,191.40</u>	<u>467.21</u>	<u>0.31%</u>	<u>(7,664.57)</u>	<u>(4.81%)</u>
Net Gain or (Loss)	<u>(82,740.77)</u>	<u>(87,355.07)</u>	<u>(83,231.43)</u>	<u>4,614.30</u>	<u>(5.28%)</u>	<u>490.66</u>	<u>(0.59%)</u>

Society of American Archivists
 American Archivist
 For the Six Months Ending December 31, 2013

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	56,230.25	48,419.50	61,710.00	7,810.75	16.13%	(5,479.75)	(8.88%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	145.51	120.00	124.98	25.51	21.26%	20.53	16.43%
Total Income	<u>56,375.76</u>	<u>48,539.50</u>	<u>61,834.98</u>	<u>7,836.26</u>	<u>16.14%</u>	<u>(5,459.22)</u>	<u>(8.83%)</u>
Expenses							
Salaries, Wages, & Benefits	21,674.18	23,098.70	21,485.62	(1,424.52)	(6.17%)	188.56	0.88%
Office Occupancy & Utilities	2,116.41	2,374.46	2,116.95	(258.05)	(10.87%)	(0.54)	(0.03%)
Services	59,427.08	53,876.23	59,727.20	5,550.85	10.30%	(300.12)	(0.50%)
Supplies	294.45	150.14	1,146.97	144.31	96.12%	(852.52)	(74.33%)
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	377.01	433.73	608.16	(56.72)	(13.08%)	(231.15)	(38.01%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>83,889.13</u>	<u>79,933.26</u>	<u>85,084.90</u>	<u>3,955.87</u>	<u>4.95%</u>	<u>(1,195.77)</u>	<u>(1.41%)</u>
Net Gain or (Loss)	<u>(27,513.37)</u>	<u>(31,393.76)</u>	<u>(23,249.92)</u>	<u>3,880.39</u>	<u>(12.36%)</u>	<u>(4,263.45)</u>	<u>18.34%</u>

Society of American Archivists
Archival Outlook
For the Six Months Ending December 31, 2013

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	11,170.30	13,860.05	12,999.99	(2,689.75)	(19.41%)	(1,829.69)	(14.07%)
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>1,240.00</u>	<u>1,305.00</u>	<u>1,125.00</u>	<u>(65.00)</u>	<u>(4.98%)</u>	<u>115.00</u>	<u>10.22%</u>
Total Income	<u><u>12,410.30</u></u>	<u><u>15,165.05</u></u>	<u><u>14,124.99</u></u>	<u><u>(2,754.75)</u></u>	<u><u>(18.17%)</u></u>	<u><u>(1,714.69)</u></u>	<u><u>(12.14%)</u></u>
Expenses							
Salaries, Wages, & Benefits	19,773.57	29,389.18	29,264.60	(9,615.61)	(32.72%)	(9,491.03)	(32.43%)
Office Occupancy & Utilities	1,958.83	3,082.65	2,881.17	(1,123.82)	(36.46%)	(922.34)	(32.01%)
Services	45,327.91	37,214.42	40,923.13	8,113.49	21.80%	4,404.78	10.76%
Supplies	227.69	183.34	209.90	44.35	24.19%	17.79	8.48%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	349.70	561.77	827.70	(212.07)	(37.75%)	(478.00)	(57.75%)
Taxes, Dues, & Subscriptions		495.00		(495.00)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		<u>200.00</u>		<u>(200.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
Total Expenses	<u><u>67,637.70</u></u>	<u><u>71,126.36</u></u>	<u><u>74,106.50</u></u>	<u><u>(3,488.66)</u></u>	<u><u>(4.90%)</u></u>	<u><u>(6,468.80)</u></u>	<u><u>(8.73%)</u></u>
Net Gain or (Loss)	<u><u>(55,227.40)</u></u>	<u><u>(55,961.31)</u></u>	<u><u>(59,981.51)</u></u>	<u><u>733.91</u></u>	<u><u>(1.31%)</u></u>	<u><u>4,754.11</u></u>	<u><u>(7.93%)</u></u>

Society of American Archivists
Operational Revenue Centers
For the Six Months Ending December 31, 2013

	<u>Year-To-Date 12/31/13</u>	<u>Year-To-Date 12/31/12</u>	<u>Budget 12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	49,868.70	46,380.70	45,299.98	3,488.00	7.52%	4,568.72	10.09%
Workshops	297,642.18	211,982.00	282,079.00	85,660.18	40.41%	15,563.18	5.52%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales	133,890.33	172,020.32	181,045.69	(38,129.99)	(22.17%)	(47,155.36)	(26.05%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,850.42	39,996.77	34,318.12	(19,146.35)	(47.87%)	(13,467.70)	(39.24%)
Total Income	1,141,858.04	1,043,584.29	1,107,352.83	98,273.75	9.42%	34,505.21	3.12%
Expenses							
Salaries, Wages, & Benefits	215,190.43	186,783.74	202,394.52	28,406.69	15.21%	12,795.91	6.32%
Office Occupancy & Utilities	21,560.21	19,552.83	20,142.40	2,007.38	10.27%	1,417.81	7.04%
Services	383,725.57	386,806.45	408,273.18	(3,080.88)	(0.80%)	(24,547.61)	(6.01%)
Supplies	9,213.09	5,183.97	6,016.69	4,029.12	77.72%	3,196.40	53.13%
Travel	66,322.84	56,680.11	81,314.00	9,642.73	17.01%	(14,991.16)	(18.44%)
Leases, Rentals, & Licenses	6,462.02	7,348.12	17,638.69	(886.10)	(12.06%)	(11,176.67)	(63.36%)
Taxes, Dues, & Subscriptions	1,496.00	2,184.00		(688.00)	(31.50%)	1,496.00	0.00%
Depreciation, Cost of Goods Sold & Other	180,359.27	180,462.74	185,353.31	(103.47)	(0.06%)	(4,994.04)	(2.69%)
Total Expenses	884,329.43	845,001.96	921,132.79	39,327.47	4.65%	(36,803.36)	(4.00%)
Net Gain or (Loss)	257,528.61	198,582.33	186,220.04	58,946.28	29.68%	71,308.57	38.29%

Society of American Archivists
Annual Meeting
For the Six Months Ending December 31, 2013

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	12,705.00	11,700.00	15,000.00	1,005.00	8.59%	(2,295.00)	(15.30%)
Workshops					0.00%		0.00%
Annual Meeting	639,606.41	573,204.50	564,610.04	66,401.91	11.58%	74,996.37	13.28%
Publications & CD Sales			7,500.00		0.00%	(7,500.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>6,272.37</u>	<u>9,845.61</u>	<u>1,250.00</u>	<u>(3,573.24)</u>	<u>(36.29%)</u>	<u>5,022.37</u>	<u>401.79%</u>
Total Income	<u><u>658,583.78</u></u>	<u><u>594,750.11</u></u>	<u><u>588,360.04</u></u>	<u><u>63,833.67</u></u>	<u><u>10.73%</u></u>	<u><u>70,223.74</u></u>	<u><u>11.94%</u></u>
Expenses							
Salaries, Wages, & Benefits	82,356.42	71,998.93	74,631.00	10,357.49	14.39%	7,725.42	10.35%
Office Occupancy & Utilities	8,394.38	6,968.61	7,328.76	1,425.77	20.46%	1,065.62	14.54%
Services	246,777.50	265,565.21	256,160.88	(18,787.71)	(7.07%)	(9,383.38)	(3.66%)
Supplies	6,999.06	1,548.04	3,115.82	5,451.02	352.12%	3,883.24	124.63%
Travel	11,935.50	12,911.48	15,115.00	(975.98)	(7.56%)	(3,179.50)	(21.04%)
Leases, Rentals, & Licenses	1,901.88	1,424.27	12,105.42	477.61	33.53%	(10,203.54)	(84.29%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	<u>121,048.13</u>	<u>117,210.69</u>	<u>125,935.11</u>	<u>3,837.44</u>	<u>3.27%</u>	<u>(4,886.98)</u>	<u>(3.88%)</u>
Total Expenses	<u><u>479,412.87</u></u>	<u><u>477,627.23</u></u>	<u><u>494,391.99</u></u>	<u><u>1,785.64</u></u>	<u><u>0.37%</u></u>	<u><u>(14,979.12)</u></u>	<u><u>(3.03%)</u></u>
Net Gain or (Loss)	<u><u><u>179,170.91</u></u></u>	<u><u><u>117,122.88</u></u></u>	<u><u><u>93,968.05</u></u></u>	<u><u><u>62,048.03</u></u></u>	<u><u><u>52.98%</u></u></u>	<u><u><u>85,202.86</u></u></u>	<u><u><u>90.67%</u></u></u>

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

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising		11,700.00		(11,700.00)	(100.00%)		0.00%
Workshops					0.00%		0.00%
Annual Meeting		573,204.50		(573,204.50)	(100.00%)		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		9,845.61		(9,845.61)	(100.00%)		0.00%
Total Income		594,750.11		(594,750.11)	(100.00%)		0.00%
Expenses							
Salaries, Wages, & Benefits		54,564.81		(54,564.81)	(100.00%)		0.00%
Office Occupancy & Utilities		5,113.79		(5,113.79)	(100.00%)		0.00%
Services		257,896.12		(257,896.12)	(100.00%)		0.00%
Supplies		1,395.40		(1,395.40)	(100.00%)		0.00%
Travel		2,911.37		(2,911.37)	(100.00%)		0.00%
Leases, Rentals, & Licenses		1,108.27		(1,108.27)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		154,637.47		(154,637.47)	(100.00%)		0.00%
Total Expenses		477,627.23		(477,627.23)	(100.00%)		0.00%
Net Gain or (Loss)		117,122.88		(117,122.88)	(100.00%)		0.00%

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

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	12,705.00		15,000.00	12,705.00	0.00%	(2,295.00)	(15.30%)
Workshops					0.00%		0.00%
Annual Meeting	639,606.41		564,610.04	639,606.41	0.00%	74,996.37	13.28%
Publications & CD Sales			7,500.00		0.00%	(7,500.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>6,272.37</u>		<u>1,250.00</u>	<u>6,272.37</u>	<u>0.00%</u>	<u>5,022.37</u>	<u>401.79%</u>
Total Income	<u>658,583.78</u>		<u>588,360.04</u>	<u>658,583.78</u>	<u>0.00%</u>	<u>70,223.74</u>	<u>11.94%</u>
Expenses							
Salaries, Wages, & Benefits	57,797.89	17,434.12	58,809.46	40,363.77	231.52%	(1,011.57)	(1.72%)
Office Occupancy & Utilities	5,883.54	1,854.82	5,766.72	4,028.72	217.20%	116.82	2.03%
Services	242,968.68	7,669.09	252,802.27	235,299.59	3,068.16%	(9,833.59)	(3.89%)
Supplies	6,720.67	152.64	3,021.20	6,568.03	4,302.95%	3,699.47	122.45%
Travel	(486.62)	10,000.11	2,450.00	(10,486.73)	(104.87%)	(2,936.62)	(119.86%)
Leases, Rentals, & Licenses	1,031.79	316.00	11,656.66	715.79	226.52%	(10,624.87)	(91.15%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	<u>165,496.92</u>	<u>(37,426.78)</u>	<u>159,885.67</u>	<u>202,923.70</u>	<u>(542.19%)</u>	<u>5,611.25</u>	<u>3.51%</u>
Total Expenses	<u>479,412.87</u>		<u>494,391.98</u>	<u>479,412.87</u>	<u>0.00%</u>	<u>(14,979.11)</u>	<u>(3.03%)</u>
Net Gain or (Loss)	<u>179,170.91</u>		<u>93,968.06</u>	<u>179,170.91</u>	<u>0.00%</u>	<u>85,202.85</u>	<u>90.67%</u>

Society of American Archivists
 Annual Meeting - Washington 2014
 For the Six Months Ending December 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	19,964.19		15,821.54	19,964.19	0.00%	4,142.65	26.18%
Office Occupancy & Utilities	2,065.16		1,562.04	2,065.16	0.00%	503.12	32.21%
Services	3,461.84		3,358.61	3,461.84	0.00%	103.23	3.07%
Supplies	227.36		94.62	227.36	0.00%	132.74	140.29%
Travel	11,962.32		12,665.00	11,962.32	0.00%	(702.68)	(5.55%)
Leases, Rentals, & Licenses	791.31		448.76	791.31	0.00%	342.55	76.33%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(38,472.18)		(33,950.56)	(38,472.18)	0.00%	(4,521.62)	13.32%
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
 Annual Meeting - Cleveland 2015
 For the Six Months Ending December 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	4,594.34			4,594.34	0.00%	4,594.34	0.00%
Office Occupancy & Utilities	445.68			445.68	0.00%	445.68	0.00%
Services	346.98			346.98	0.00%	346.98	0.00%
Supplies	51.03			51.03	0.00%	51.03	0.00%
Travel	459.80			459.80	0.00%	459.80	0.00%
Leases, Rentals, & Licenses	78.78			78.78	0.00%	78.78	0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(5,976.61)			(5,976.61)	0.00%	(5,976.61)	0.00%
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications
For the Six Months Ending December 31, 2013

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	133,250.33	170,683.32	172,945.69	(37,432.99)	(21.93%)	(39,695.36)	(22.95%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	<u>14,578.05</u>	<u>29,792.16</u>	<u>33,068.12</u>	<u>(15,214.11)</u>	<u>(51.07%)</u>	<u>(18,490.07)</u>	<u>(55.92%)</u>
Total Income	<u>147,828.38</u>	<u>200,475.48</u>	<u>206,013.81</u>	<u>(52,647.10)</u>	<u>(26.26%)</u>	<u>(58,185.43)</u>	<u>(28.24%)</u>
Expenses							
Salaries, Wages, & Benefits	38,486.59	39,197.18	44,965.54	(710.59)	(1.81%)	(6,478.95)	(14.41%)
Office Occupancy & Utilities	4,311.84	4,715.20	4,577.22	(403.36)	(8.55%)	(265.38)	(5.80%)
Services	52,957.70	53,980.95	59,945.22	(1,023.25)	(1.90%)	(6,987.52)	(11.66%)
Supplies	711.27	3,033.06	1,321.28	(2,321.79)	(76.55%)	(610.01)	(46.17%)
Travel	2,496.68	4,210.21	2,055.00	(1,713.53)	(40.70%)	441.68	21.49%
Leases, Rentals, & Licenses	2,336.80	2,415.83	2,891.85	(79.03)	(3.27%)	(555.05)	(19.19%)
Taxes, Dues, & Subscriptions	1,496.00	2,184.00		(688.00)	(31.50%)	1,496.00	0.00%
Depreciation, Cost of Goods Sold & Other	<u>59,311.14</u>	<u>62,192.42</u>	<u>58,968.20</u>	<u>(2,881.28)</u>	<u>(4.63%)</u>	<u>342.94</u>	<u>0.58%</u>
Total Expenses	<u>162,108.02</u>	<u>171,928.85</u>	<u>174,724.31</u>	<u>(9,820.83)</u>	<u>(5.71%)</u>	<u>(12,616.29)</u>	<u>(7.22%)</u>
Net Gain or (Loss)	<u>(14,279.64)</u>	<u>28,546.63</u>	<u>31,289.50</u>	<u>(42,826.27)</u>	<u>(150.02%)</u>	<u>(45,569.14)</u>	<u>(145.64%)</u>

Society of American Archivists
Education
For the Six Months Ending December 31, 2013

	Year-To-Date 12/31/13	Year-To-Date 12/31/12	Budget 12/31/13	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	5,160.00	6,015.00	3,150.00	(855.00)	(14.21%)	2,010.00	63.81%
Workshops	297,642.18	211,982.00	282,079.00	85,660.18	40.41%	15,563.18	5.52%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	640.00	1,337.00	600.00	(697.00)	(52.13%)	40.00	6.67%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		359.00		(359.00)	(100.00%)		0.00%
Total Income	303,442.18	219,693.00	285,829.00	83,749.18	38.12%	17,613.18	6.16%
Expenses							
Salaries, Wages, & Benefits	92,149.03	73,355.08	82,248.91	18,793.95	25.62%	9,900.12	12.04%
Office Occupancy & Utilities	8,640.29	7,636.07	8,182.18	1,004.22	13.15%	458.11	5.60%
Services	73,760.25	55,529.41	80,952.11	18,230.84	32.83%	(7,191.86)	(8.88%)
Supplies	1,478.28	590.17	1,576.51	888.11	150.48%	(98.23)	(6.23%)
Travel	51,890.66	39,558.42	64,144.00	12,332.24	31.17%	(12,253.34)	(19.10%)
Leases, Rentals, & Licenses	2,185.20	3,463.89	2,625.83	(1,278.69)	(36.91%)	(440.63)	(16.78%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		960.63	450.00	(960.63)	(100.00%)	(450.00)	(100.00%)
Total Expenses	230,103.71	181,093.67	240,179.54	49,010.04	27.06%	(10,075.83)	(4.20%)
Net Gain or (Loss)	73,338.47	38,599.33	45,649.46	34,739.14	90.00%	27,689.01	60.66%

Society of American Archivists
 Career Services
 For the Six Months Ending December 31, 2013

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising	32,003.70	28,665.70	27,149.98	3,338.00	11.64%	4,853.72	17.88%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	<u>32,003.70</u>	<u>28,665.70</u>	<u>27,149.98</u>	<u>3,338.00</u>	<u>11.64%</u>	<u>4,853.72</u>	<u>17.88%</u>
Expenses							
Salaries, Wages, & Benefits	2,198.39	2,232.55	549.07	(34.16)	(1.53%)	1,649.32	300.38%
Office Occupancy & Utilities	213.70	232.95	54.24	(19.25)	(8.26%)	159.46	293.99%
Services	10,230.12	11,730.88	11,214.97	(1,500.76)	(12.79%)	(984.85)	(8.78%)
Supplies	24.48	12.70	3.08	11.78	92.76%	21.40	694.81%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	38.14	44.13	15.59	(5.99)	(13.57%)	22.55	144.64%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		99.00		(99.00)	(100.00%)		0.00%
Total Expenses	<u>12,704.83</u>	<u>14,352.21</u>	<u>11,836.95</u>	<u>(1,647.38)</u>	<u>(11.48%)</u>	<u>867.88</u>	<u>7.33%</u>
Net Gain or (Loss)	<u>19,298.87</u>	<u>14,313.49</u>	<u>15,313.03</u>	<u>4,985.38</u>	<u>34.83%</u>	<u>3,985.84</u>	<u>26.03%</u>

Society of American Archivists
Operational Expense Centers
For the Six Months Ending December 31, 2013

	<u>Year-To-Date</u> <u>12/31/13</u>	<u>Year-To-Date</u> <u>12/31/12</u>	<u>Budget</u> <u>12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			250.00		0.00%	(250.00)	(100.00%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions		100.00		(100.00)	(100.00%)		0.00%
Investments	1,332.61	970.24	1,365.00	362.37	37.35%	(32.39)	(2.37%)
Shipping, Handling, & Other	801.00	26.10		774.90	2,968.97%	801.00	0.00%
Total Income	2,133.61	1,096.34	1,615.00	1,037.27	94.61%	518.61	32.11%
Expenses							
Salaries, Wages, & Benefits	178,929.05	156,024.20	187,076.03	22,904.85	14.68%	(8,146.98)	(4.35%)
Office Occupancy & Utilities	19,475.34	19,066.27	18,918.84	409.07	2.15%	556.50	2.94%
Services	98,639.61	101,103.24	112,600.04	(2,463.63)	(2.44%)	(13,960.43)	(12.40%)
Supplies	3,296.04	2,290.35	2,099.57	1,005.69	43.91%	1,196.47	56.99%
Travel	15,290.77	14,853.26	12,862.50	437.51	2.95%	2,428.27	18.88%
Leases, Rentals, & Licenses	3,725.94	3,559.80	4,379.81	166.14	4.67%	(653.87)	(14.93%)
Taxes, Dues, & Subscriptions	20,574.22	9,726.00	9,186.00	10,848.22	111.54%	11,388.22	123.97%
Depreciation, Cost of Goods Sold & Other	42,155.00	47,409.59	40,683.67	(5,254.59)	(11.08%)	1,471.33	3.62%
Total Expenses	382,085.97	354,032.71	387,806.46	28,053.26	7.92%	(5,720.49)	(1.48%)
Net Gain or (Loss)	(379,952.36)	(352,936.37)	(386,191.46)	(27,015.99)	7.65%	6,239.10	(1.62%)

Society of American Archivists
 General & Administrative
 For the Six Months Ending December 31, 2013

	<u>Year-To-Date 12/31/13</u>	<u>Year-To-Date 12/31/12</u>	<u>Budget 12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions		100.00		(100.00)	(100.00%)		0.00%
Investments	1,332.61	970.24	1,365.00	362.37	37.35%	(32.39)	(2.37%)
Shipping, Handling, & Other	801.00	26.10		774.90	2,968.97%	801.00	0.00%
Total Income	<u>2,133.61</u>	<u>1,096.34</u>	<u>1,365.00</u>	<u>1,037.27</u>	<u>94.61%</u>	<u>768.61</u>	<u>56.31%</u>
Expenses							
Salaries, Wages, & Benefits	123,221.87	108,228.84	133,261.31	14,993.03	13.85%	(10,039.44)	(7.53%)
Office Occupancy & Utilities	12,787.53	12,311.32	13,468.35	476.21	3.87%	(680.82)	(5.05%)
Services	85,595.72	84,446.10	81,976.66	1,149.62	1.36%	3,619.06	4.41%
Supplies	2,536.03	1,974.97	1,673.84	561.06	28.41%	862.19	51.51%
Travel	6,349.64	7,812.62	6,115.00	(1,462.98)	(18.73%)	234.64	3.84%
Leases, Rentals, & Licenses	3,190.99	2,653.77	2,857.08	537.22	20.24%	333.91	11.69%
Taxes, Dues, & Subscriptions	11,187.00	706.00	696.00	10,481.00	1,484.56%	10,491.00	1,507.33%
Depreciation, Cost of Goods Sold & Other	42,155.00	47,409.59	40,683.67	(5,254.59)	(11.08%)	1,471.33	3.62%
Total Expenses	<u>287,023.78</u>	<u>265,543.21</u>	<u>280,731.91</u>	<u>21,480.57</u>	<u>8.09%</u>	<u>6,291.87</u>	<u>2.24%</u>
Net Gain or (Loss)	<u>(284,890.17)</u>	<u>(264,446.87)</u>	<u>(279,366.91)</u>	<u>(20,443.30)</u>	<u>7.73%</u>	<u>(5,523.26)</u>	<u>1.98%</u>

Society of American Archivists
 Governance
 For the Six Months Ending December 31, 2013

	<u>Year-To-Date 12/31/13</u>	<u>Year-To-Date 12/31/12</u>	<u>Budget 12/31/13</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income					0.00%		0.00%
Expenses							
Salaries, Wages, & Benefits	33,934.21	36,069.06	33,516.03	(2,134.85)	(5.92%)	418.18	1.25%
Office Occupancy & Utilities	4,560.86	5,153.22	3,299.76	(592.36)	(11.49%)	1,261.10	38.22%
Services	11,079.18	14,828.90	9,916.79	(3,749.72)	(25.29%)	1,162.39	11.72%
Supplies	515.24	232.63	290.09	282.61	121.48%	225.15	77.61%
Travel	3,847.63	5,481.02	3,500.00	(1,633.39)	(29.80%)	347.63	9.93%
Leases, Rentals, & Licenses	155.36	685.85	947.96	(530.49)	(77.35%)	(792.60)	(83.61%)
Taxes, Dues, & Subscriptions	4,387.22	3,495.00	3,490.00	892.22	25.53%	897.22	25.71%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	58,479.70	65,945.68	54,960.63	(7,465.98)	(11.32%)	3,519.07	6.40%
Net Gain or (Loss)	(58,479.70)	(65,945.68)	(54,960.63)	7,465.98	(11.32%)	(3,519.07)	6.40%

Society of American Archivists
 Advocacy
 For the Six Months Ending December 31, 2013

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	12/31/13	12/31/12	12/31/13	\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			250.00		0.00%	(250.00)	(100.00%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income			250.00		0.00%	(250.00)	(100.00%)
Expenses							
Salaries, Wages, & Benefits	21,772.97	11,726.30	20,298.69	10,046.67	85.68%	1,474.28	7.26%
Office Occupancy & Utilities	2,126.95	1,601.73	2,150.73	525.22	32.79%	(23.78)	(1.11%)
Services	1,964.71	1,828.24	20,706.59	136.47	7.46%	(18,741.88)	(90.51%)
Supplies	244.77	82.75	135.64	162.02	195.79%	109.13	80.46%
Travel	5,093.50	1,559.62	3,247.50	3,533.88	226.59%	1,846.00	56.84%
Leases, Rentals, & Licenses	379.59	220.18	574.77	159.41	72.40%	(195.18)	(33.96%)
Taxes, Dues, & Subscriptions	5,000.00	5,525.00	5,000.00	(525.00)	(9.50%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	36,582.49	22,543.82	52,113.92	14,038.67	62.27%	(15,531.43)	(29.80%)
Net Gain or (Loss)	(36,582.49)	(22,543.82)	(51,863.92)	(14,038.67)	62.27%	15,281.43	(29.46%)