

**Society of American Archivists
Council Meeting
June 8 – 10, 2012
Chicago, Illinois**

**Treasurer's Report:
Financial Review July 1, 2011 – April 30, 2012**

Overview

For the ten months ending April 30, SAA posted an overall net loss of \$37,861.84. This net loss consists of \$52,750.58 in spending within non-operating funds (Education Fund and Publications Fund) and a **net gain** \$14,888.74 within SAA Operations. The SAA Operations net gain fell short of last year's net gain by \$8,624.04, but exceeded budget by \$25,924.25. The Operational Revenue Centers' (Membership, Annual Meeting, Publications, Education, and Career Services) net gain was \$47,362.60 (6.2%) less than in FY11. The Annual Meeting's net gain exceeded budget by \$76,022.26. Despite this, the Operational Revenue Centers' net gain as a whole fell short of budget by \$52,807.36; the other areas collectively fell short of budget by \$128,829.62. Membership, Education, Publications, and Career Services combined fell short of budgeted revenues by \$169,077.74. This shortfall in revenues places significant pressure on all areas of SAA with respect to expense containment and reduction.

Balance Sheet

SAA's liquid assets (cash and CDs) have been increasing steadily over the past few months. During January, there was a significant cash inflow from 2012 Annual Meeting exhibitors. There has also been a significant cash inflow with respect to Membership and Education during the past few months. As of today, CD balances are equal to what they were as of June 30, 2011. Additionally, deferred revenues related to Membership, Annual Meeting, and Education are well ahead of April 2011 levels. Overall, deferred revenues are \$73,829.08 (12.42%) higher than as of April 30, 2011. The increases in liquid assets and deferred revenues are encouraging and give reason for cautious optimism going forward.

Income Statement

For the ten months ending April 30, SAA posted an overall net loss of \$37,861.84 and an **operational net gain** of \$14,888.74. The overall performance exceeded budget by \$10,694.64 while Operations exceeded budget by \$25,924.25. 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 \$64,306.80 (3.04%) and fell short of FY11 levels by \$33,435.77 (1.61%). We managed to hold the line on expenses in comparison to

both budget and FY11. Total expenses were 3.47% less than budget and 1.36% more than FY11. Operations expenses were 4.44% less than budget and 2.12% less than FY11.

Specific points of interest are as follows:

- **Membership:** Revenue shortfalls to budget (\$31,524.57 / 4.77%) are the reason why Membership did not meet its net gain projections for the first ten months of FY12. Membership growth began to level off at the end of FY11. This trend continued through the first half of the fiscal year. In January, however, deferred revenues for Membership increased by 4.59% from the previous month. If this trend continues, the current unfavorable variance will decrease.
- **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 April 30, for an unfavorable variance to budget of only \$14,480.35 (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 \$42,992.99 (11.63%) and \$91,512.62 (21.89%), respectively. Expenses are in line with FY11 and budget despite a \$17,619.04 unfavorable variance in cost of goods sold. The net gain of \$52,957.73 fell short of FY11 by \$40,131.02 (43.11%) and budget by \$95,836.99 (64.41%). Initial sales of *The Lone Arranger* have been strong.
- **Education:** Revenues and expenses fell short of budget by \$32,590.05 and \$51,969.13, respectively. Education's net gain of \$29,020.63 exceeded FY11 by \$51,338.87 and budget by \$19,379.08. Worth noting were favorable expense variances in consultants (\$23,562.57), food and beverage (\$8,502.32), and travel (\$19,037.28) and an unfavorable expense variance in audiovisual (\$3,404.27). May revenues look very strong compared to both last year and budget.
- **Career Services:** Total revenues exceeded FY11 by \$2,914.80, but fell short of budget by \$13,450.50. The net gain of \$14,765.22 compares unfavorably to FY11's net gain of \$19,228.67 and the budgeted net gain of \$24,888.24. To reduce program expenses, staff recently discontinued an outsourced marketing services agreement for the job board. Staff has also implemented new job ad pricing to enhance member discounts and increase sales volume. Finally, we launched the new *Directory of Archival Consultants* on April 1. It will begin generating revenues in July 2012.
- **Periodicals:** *Archival Outlook's* advertising revenues were significantly higher than FY11 and budget. The additional revenues resulted in a bottom line that was 16.16% better than budget. *American Archivist's* net loss of \$70,501.75 is better than budget by 2.1%. Favorable variances in total revenues and travel expenses have slightly exceeded unfavorable variances in staff effort and production costs.
- **G&A / Council-Directed Funds:** These areas combined had a favorable expense variance of approximately \$19,575.14. This variance was the result of lower-than-anticipated staff effort, legal expense, and travel costs. The Publications Fund is now fully spent. Expenditures related to new publications will be funded by Operations.

- **Governance:** The favorable variance to budget of \$2,899.25 (2.59%) is due to a timing difference in awarding the Mosaic scholarship. This difference will reverse before the end of the fiscal year.
- **Advocacy:** Favorable variances in personnel expenses and travel caused the overall favorable variance to budget that exceeded \$27,000. The favorable variance in personnel was due to staff effort levels that did not meet budget projections. As of April 30, the net loss of \$65,156.24 is a favorable variance to budget of \$25,460.25 (28.1%).
- **Grants:** The Delmas grant supporting the work of the TS-EAD has been fully spent.

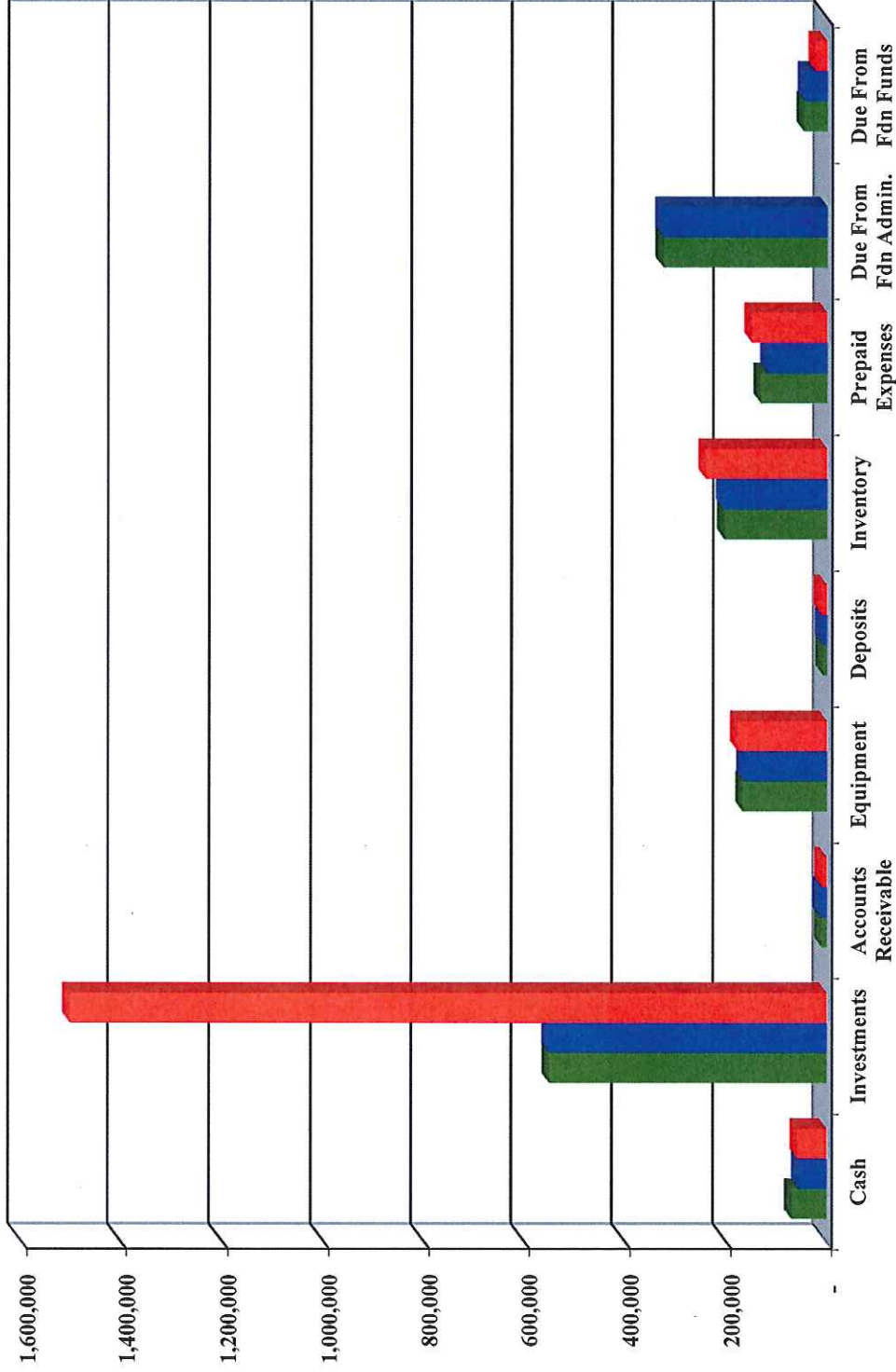
Society of American Archivists
Year-To-Date Financial Statements
April 30, 2012

Society of American Archivists
Operations

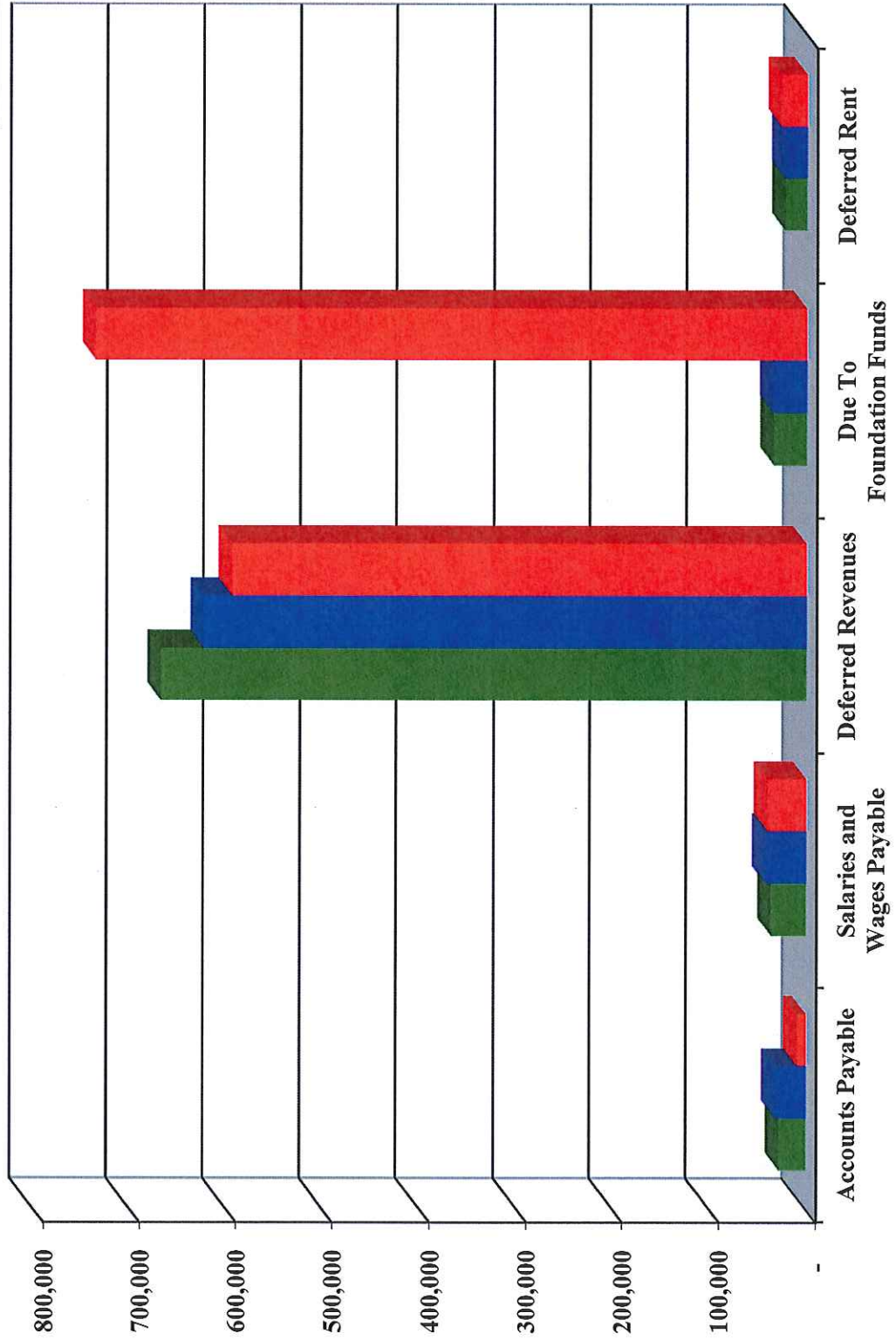
For the Ten Months Ending April 30, 2012

	Current Year		Prior Year April	Current Month vs Last Month		Current Month vs Last Year	
	April	March		\$ Variance	% Variance	\$ Variance	% Variance
Assets							
Cash	\$69,678.32	\$54,735.40	\$58,465.26	\$14,942.92	27.30%	\$11,213.06	19.18%
Investments	550,000.00	550,000.00	1,502,811.26	(952,811.26)	0.00%	(952,811.26)	-63.40%
Accounts Receivable	10,087.15	12,292.37	9,529.02	(2,205.22)	-17.94%	558.13	5.86%
Property, Plant, & Equipment	438,357.10	429,957.10	382,565.81	8,400.00	1.95%	55,791.29	14.58%
Less: Accumulated Depreciation	(270,291.08)	(264,566.28)	(204,591.14)	(5,724.80)	2.16%	(65,699.94)	32.11%
Total Property Plant & Equipment	168,066.02	165,390.82	177,974.67	2,675.20	1.62%	(9,908.65)	-5.57%
Cash Advances and Deposits	7,875.56	7,875.56	10,674.42	(2,798.86)	0.00%	(2,798.86)	-26.22%
Inventory	204,461.50	206,739.29	241,283.28	(2,277.79)	-1.10%	(36,821.78)	-15.26%
Prepaid Expenses	132,613.16	118,677.60	150,041.98	13,935.56	11.74%	(17,428.82)	-11.62%
Due From Foundation Admin.	325,913.15	325,913.15			0.00%	325,913.15	0.00%
Due From Foundation Funds	45,965.19	43,765.64	23,079.96	2,199.55	5.03%	22,885.23	99.16%
Total Assets	1,514,660.05	1,485,389.83	2,173,859.85	29,270.22	1.97%	(659,199.80)	-30.32%
Liabilities							
Accounts Payable	27,925.99	31,613.44	8,900.19	(3,687.45)	-11.66%	19,025.80	213.77%
Salaries and Wages Payable	36,149.63	41,604.36	39,767.44	(5,454.73)	-13.11%	(3,617.81)	-9.10%
Deferred Revenues	175.00	170.00	170.00	175.00	0.00%	5.00	2.94%
Deferred Revenues - Annual Meeting	26,675.00	449.00	11,538.00	26,226.00	584.098%	15,137.00	131.19%
Deferred Revenues-Subscriptions	89,054.50	86,827.50	93,938.50	2,227.00	2.56%	(4,884.00)	-5.20%
Deferred Revenues - Memberships	426,074.52	428,269.81	401,929.94	(2,195.29)	-0.51%	24,144.58	6.01%
Deferred Revenues-Education	61,024.00	50,941.50	30,189.50	10,082.50	19.79%	30,834.50	102.14%
Deferred Revenues-Sponsors	6,000.00	4,500.00	7,500.00	1,500.00	33.33%	(1,500.00)	-20.00%
Deferred Revenues-Advertising	8,200.00	8,200.00	9,800.00	(1,600.00)	0.00%	(1,600.00)	-16.33%
Deferred Revenues-Exhibitors	50,300.00	44,700.00	39,400.00	5,600.00	12.53%	10,900.00	27.66%
Deferred Revenues-Consultants	792.00	99.00		693.00	700.00%	792.00	0.00%
Total Deferred Revenues	668,295.02	623,986.81	594,465.94	44,308.21	7.10%	73,829.08	12.42%
Due To Foundation Funds	33,886.92	34,040.35	735,893.86	(153.43)	-0.45%	(702,006.94)	-95.40%
Deferred Rent	22,464.90	22,790.48	26,371.86	(325.58)	-1.43%	(3,906.96)	-14.81%
Total Liabilities	788,722.46	754,035.44	1,405,399.29	34,687.02	4.60%	(616,676.83)	-43.88%
Net Assets							
Fund Balance	763,799.43	763,799.43	744,947.78	(5,416.80)	0.00%	18,851.65	2.53%
Net Gain or Loss	(37,861.84)	(32,445.04)	23,512.78	(5,416.80)	16.70%	(61,374.62)	-261.03%
Total Net Assets	725,937.59	731,354.39	768,460.56	(5,416.80)	-0.74%	(42,522.97)	-5.53%
Total Liabilities and Net Assets	1,514,660.05	1,485,389.83	2,173,859.85	29,270.22	1.97%	(659,199.80)	-30.32%

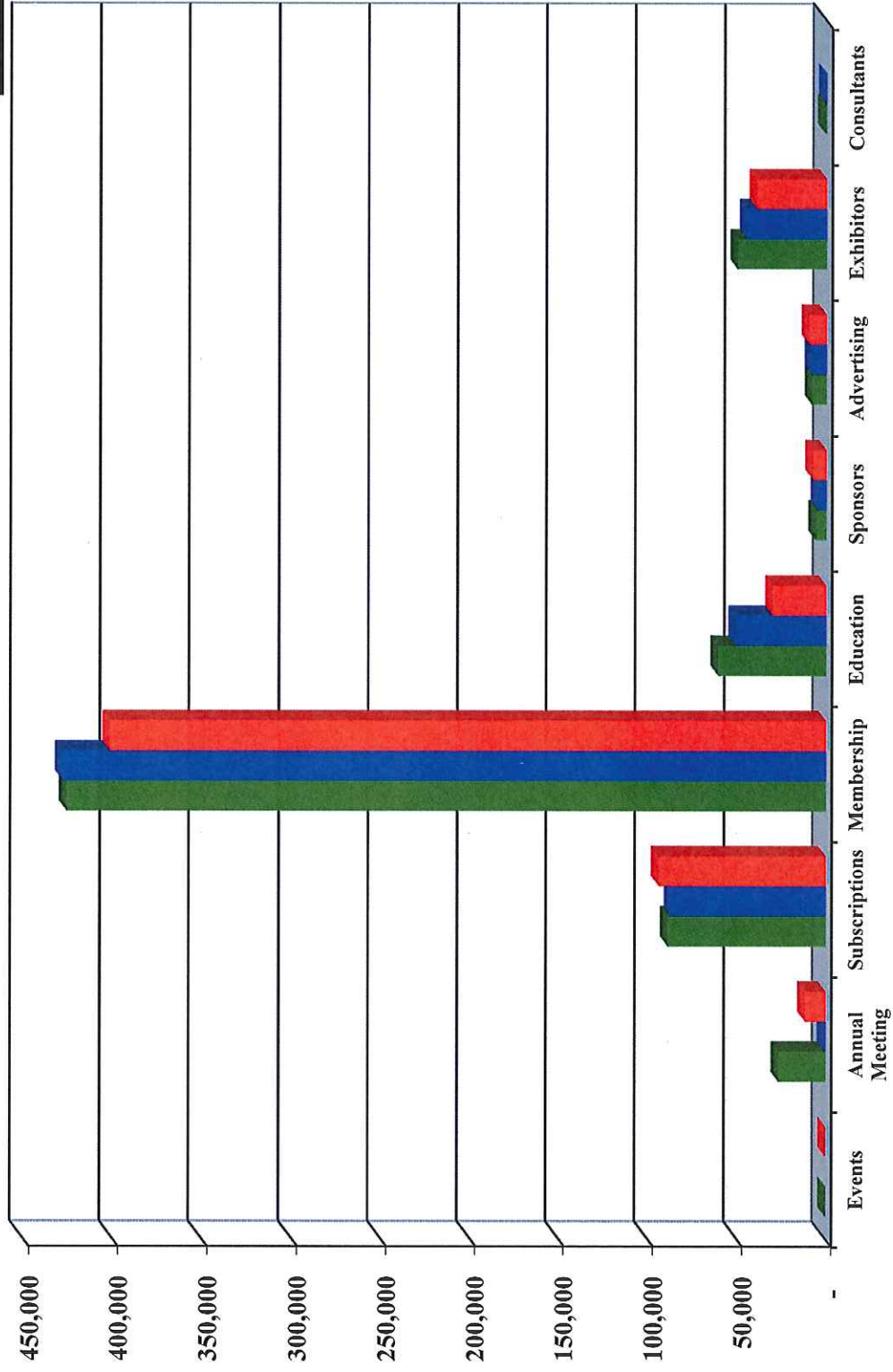
Asset Comparison



Liability Comparison



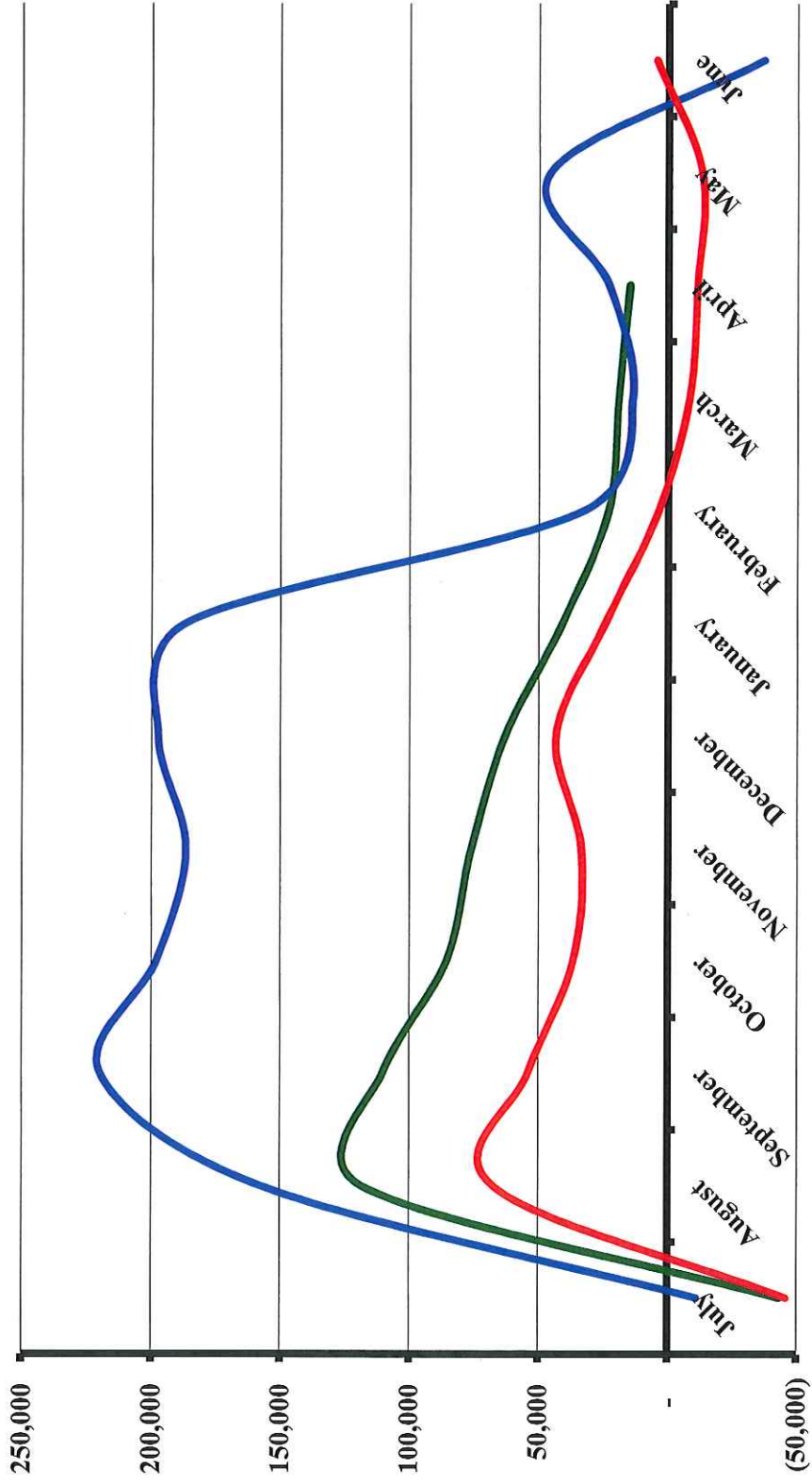
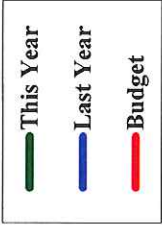
Deferred Revenues Comparison



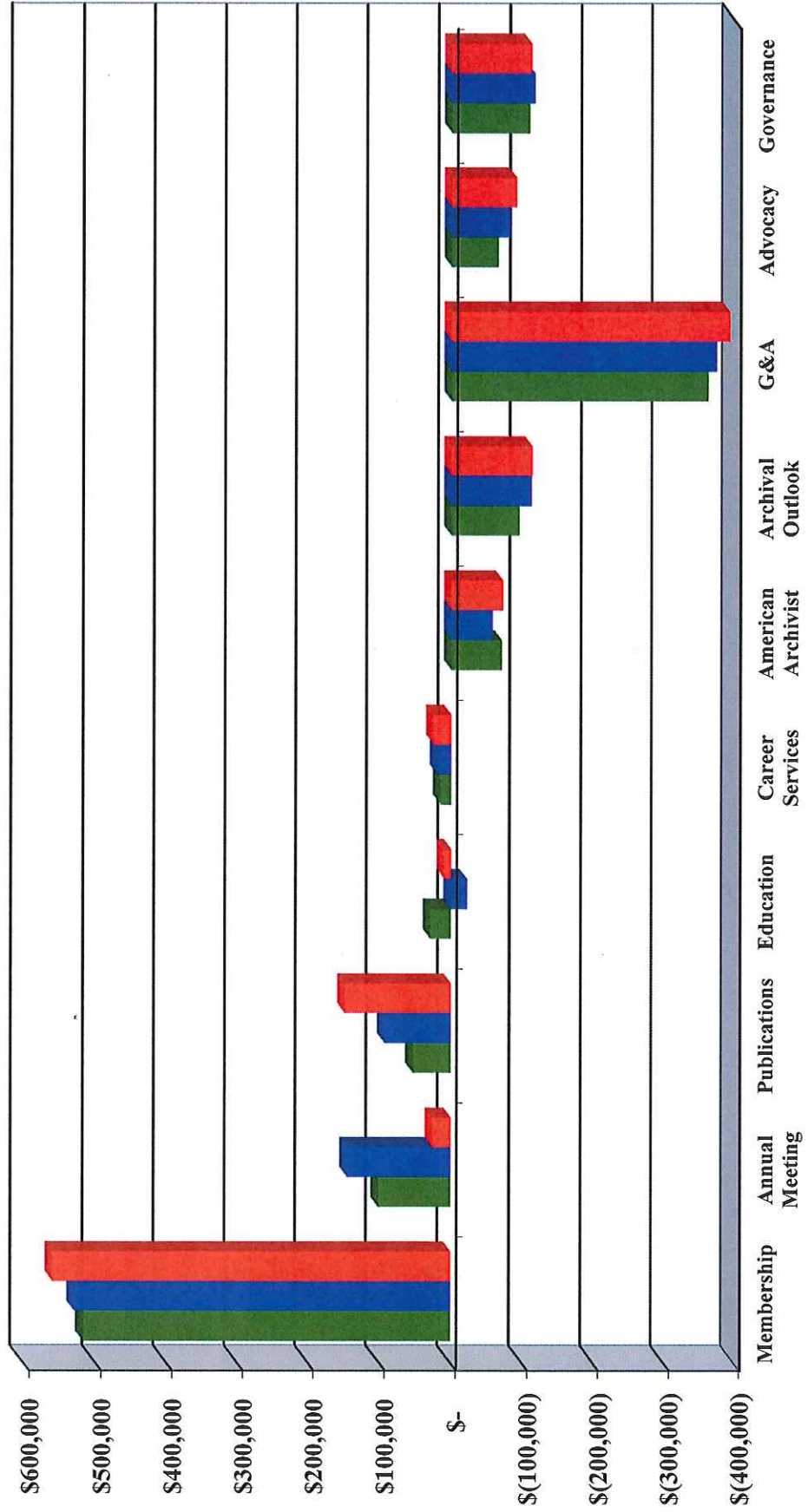
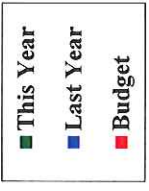
Society of American Archivists
 Net Gain/(Loss) By Cost Center
 For the Ten Months Ending April 30, 2012

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year	This Year Vs. Budget
	04/30/12	04/30/11	04/30/12	\$ Variance	% Variance
Operations					
Memberships	\$517,494.20	\$528,876.12	\$559,742.89	(\$11,381.92)	(2.15%)
Annual Meeting	101,883.05	144,608.13	25,860.79	(42,725.08)	(29.55%)
Publications	52,957.73	93,088.75	148,794.72	(40,131.02)	(43.11%)
Education	29,020.63	(22,318.24)	9,641.55	51,338.87	(230.03%)
Career Services	14,765.22	19,228.67	24,888.24	(4,463.45)	(23.21%)
American Archivist	(70,501.75)	(57,156.77)	(72,010.40)	(13,344.98)	23.35%
Archival Outlook	(94,616.82)	(111,239.22)	(112,858.65)	16,622.40	(14.94%)
General & Administrative	(362,106.57)	(373,946.37)	(392,728.20)	11,839.80	(3.17%)
Advocacy	(65,156.24)	(81,710.86)	(90,616.49)	16,554.62	(20.26%)
Governance	(108,850.71)	(115,917.43)	(111,749.96)	7,066.72	(6.10%)
Operations Net Gain/(Loss)	14,888.74	23,512.78	(11,035.51)	(8,624.04)	(36.68%)
Other Funds					
Brack Fund	(7,900.00)		105.79	(7,900.00)	0.00%
Education Fund	(8,672.80)		(9,680.09)	(8,672.80)	0.00%
Publications Fund	(30,177.16)		(26,129.17)	(30,177.16)	0.00%
Preservation Fund					0.00%
Visual Materials Fund	(6,000.62)		(1,817.50)	(6,000.62)	0.00%
75th Anniversary Project					0.00%
Delmas Grant					0.00%
Other Funds Net Gain/(Loss)	(52,750.58)		(37,520.97)	(52,750.58)	0.00%
Total Net Gain/(Loss)	(37,861.84)	23,512.78	(48,556.48)	(61,374.62)	(261.03%)
				10,694.64	(22.03%)
				(8,005.79)	(7,567.62%)
				1,007.29	(10.41%)
				(4,047.99)	15.49%
					0.00%
					0.00%
				(4,183.12)	230.16%
					0.00%
				(15,229.61)	40.59%
				10,694.64	(22.03%)

Operations Cumulative Net Gain/Loss



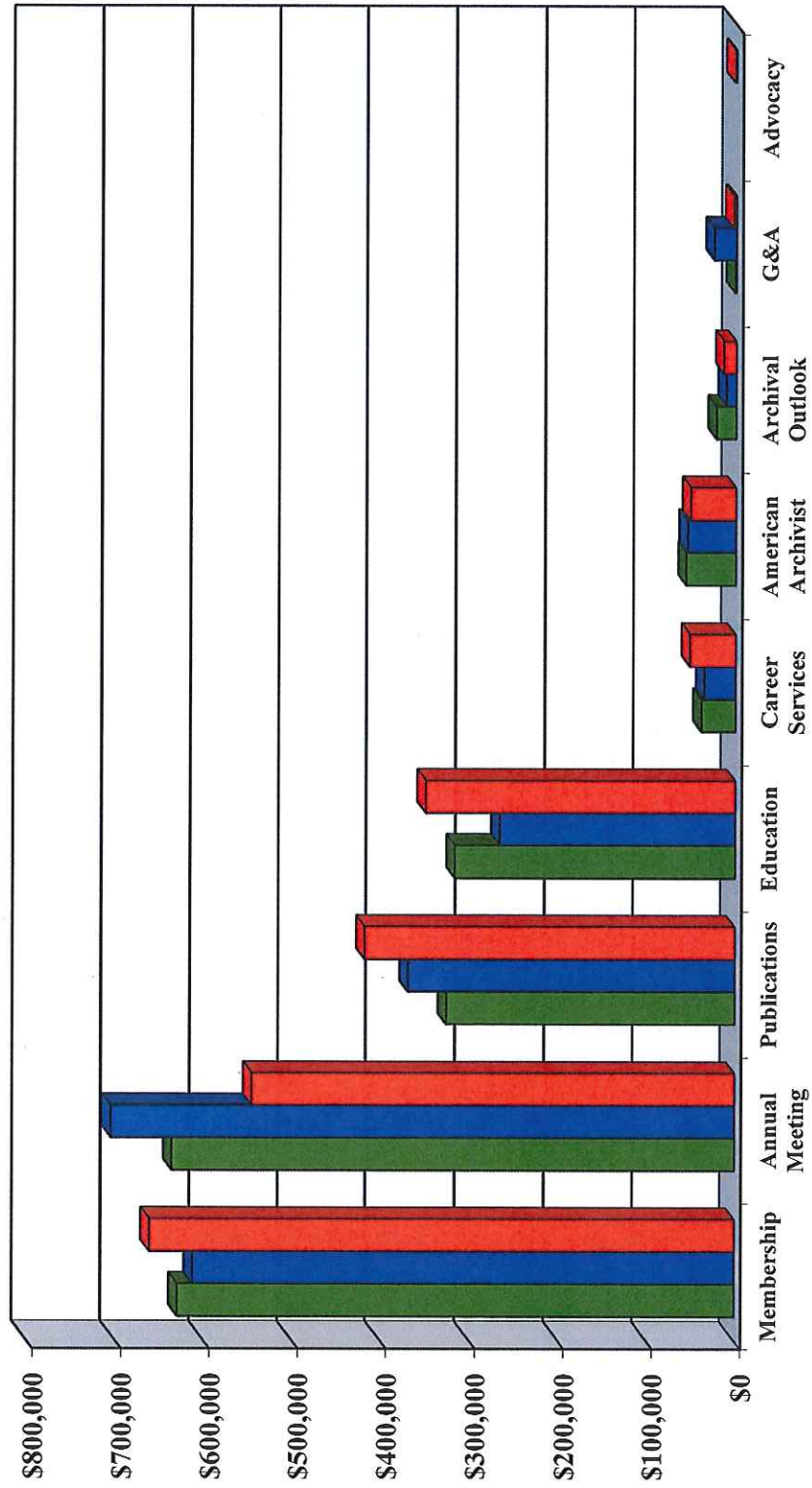
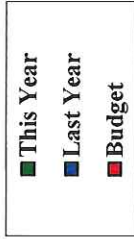
Net Gain Or Loss By Cost Center



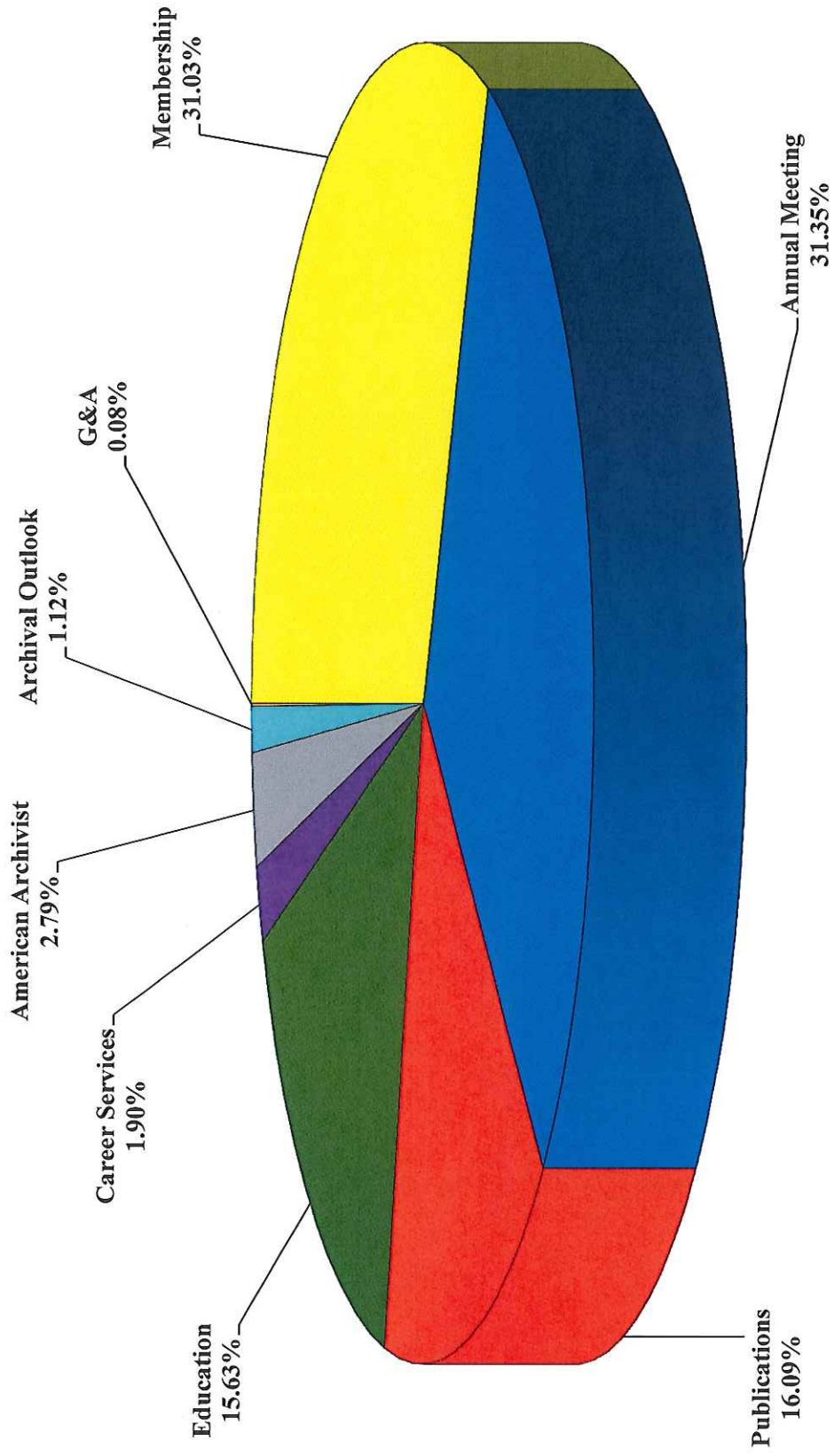
Society of American Archivists
Income Statement by Cost Center
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Revenues							
Membership	\$629,745.95	\$612,815.78	\$661,270.52	\$16,930.17	2.76%	(\$31,524.57)	(4.77%)
Annual Meeting	636,170.02	705,044.50	545,667.43	(68,874.48)	(9.77%)	90,502.59	16.59%
Publications	326,564.94	369,557.93	418,077.56	(42,992.99)	(11.63%)	(91,512.62)	(21.89%)
Education	317,141.95	266,842.25	349,732.00	50,299.70	18.85%	(32,590.05)	(9.32%)
Career Services	38,607.80	35,693.00	52,058.30	2,914.80	8.17%	(13,450.50)	(25.84%)
American Archivist	56,567.40	55,204.53	51,295.00	1,362.87	2.47%	5,272.40	10.28%
Archival Outlook	22,779.90	10,924.80	13,833.30	11,855.10	108.52%	8,946.60	64.67%
General & Administrative	1,652.75	25,351.13	3,053.31	(23,698.38)	(93.48%)	(1,400.56)	(45.87%)
Advocacy			2,000.00		0.00%	(2,000.00)	(100.00%)
Governance					0.00%		0.00%
Operations Sub-Total	2,029,230.71	2,081,433.92	2,096,987.42	(52,203.21)	(2.51%)	(67,756.71)	(3.23%)
Other Funds	18,767.44		15,317.53	18,767.44	0.00%	3,449.91	22.52%
Total Revenues	2,047,998.15	2,081,433.92	2,112,304.95	(33,435.77)	(1.61%)	(64,306.80)	(3.04%)
Expenses							
Membership	112,251.75	83,939.66	101,527.63	28,312.09	33.73%	10,724.12	10.56%
Annual Meeting	534,286.97	560,436.37	519,806.64	(26,149.40)	(4.67%)	14,480.33	2.79%
Publications	273,607.21	276,469.18	269,282.84	(2,861.97)	(1.04%)	4,324.37	1.61%
Education	288,121.32	289,160.49	340,090.45	(1,039.17)	(0.36%)	(51,969.13)	(15.28%)
Career Services	23,842.58	16,464.33	27,170.06	7,378.25	44.81%	(3,327.48)	(12.25%)
American Archivist	127,069.15	112,361.30	123,305.40	14,707.85	13.09%	3,763.75	3.05%
Archival Outlook	117,396.72	122,164.02	126,691.95	(4,767.30)	(3.90%)	(9,295.23)	(7.34%)
General & Administrative	363,759.32	399,297.50	395,781.51	(35,538.18)	(8.90%)	(32,022.19)	(8.09%)
Advocacy	65,156.24	81,710.86	92,616.49	(16,554.62)	(20.26%)	(27,460.25)	(29.65%)
Governance	108,850.71	115,917.43	111,749.96	(7,066.72)	(6.10%)	(2,899.25)	(2.59%)
Operations Sub-Total	2,014,341.97	2,057,921.14	2,108,022.93	(43,579.17)	(2.12%)	(93,680.96)	(4.44%)
Other Funds	71,518.02		52,838.50	71,518.02	0.00%	18,679.52	35.35%
Total Expenses	2,085,859.99	2,057,921.14	2,160,861.43	27,938.85	1.36%	(75,001.44)	(3.47%)
Operations Net Gain/(Loss)	14,888.74	23,512.78	(11,035.51)	(8,624.04)	(36.68%)	25,924.25	(234.92%)
Other Funds Net Gain/(Loss)	(52,750.58)		(37,520.97)	(52,750.58)	0.00%	(15,229.61)	40.59%
Total Net Gain/(Loss)	(37,861.84)	23,512.78	(48,556.48)	(61,374.62)	(261.03%)	10,694.64	(22.03%)

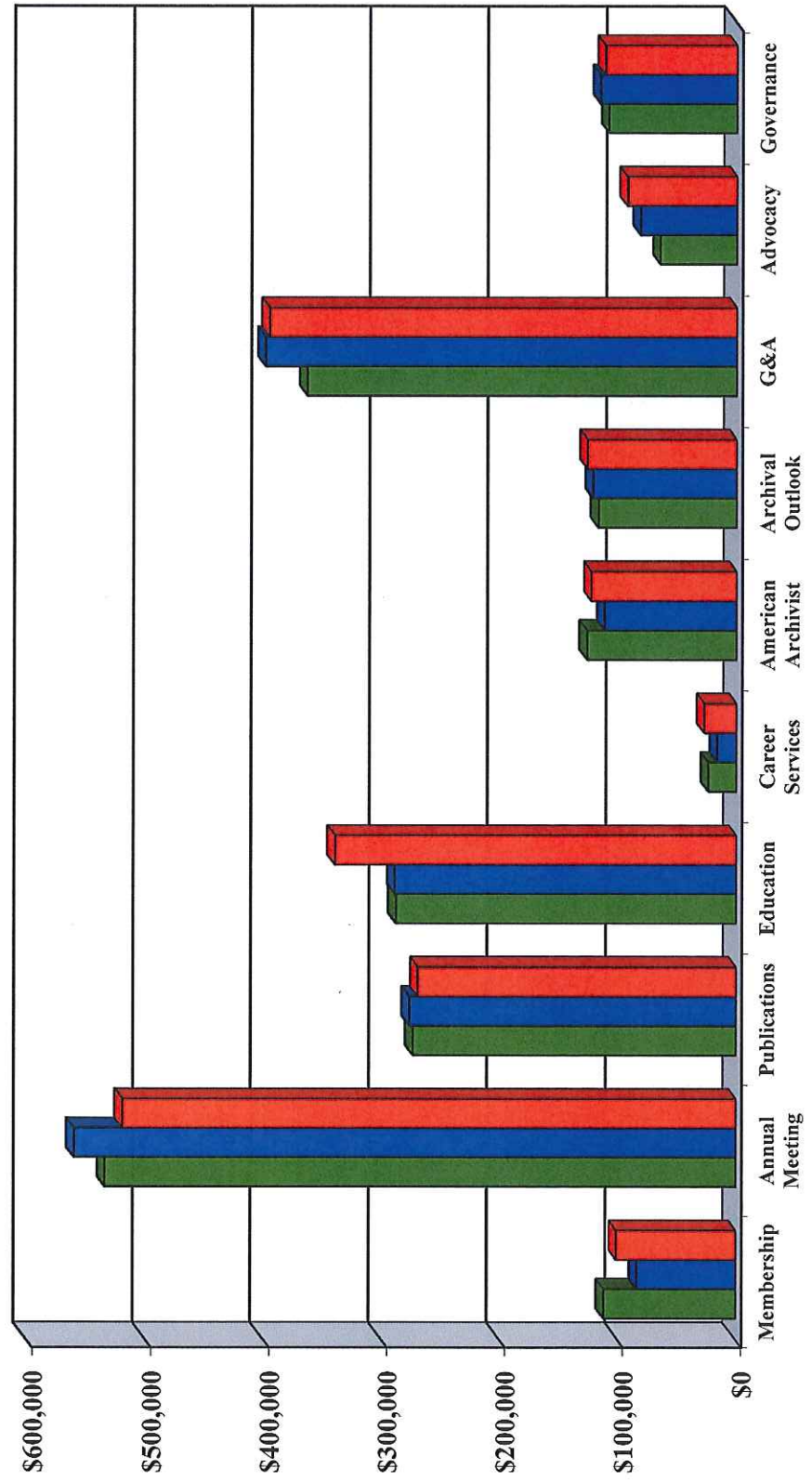
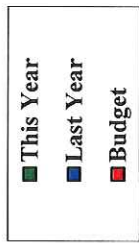
Revenues By Cost Center



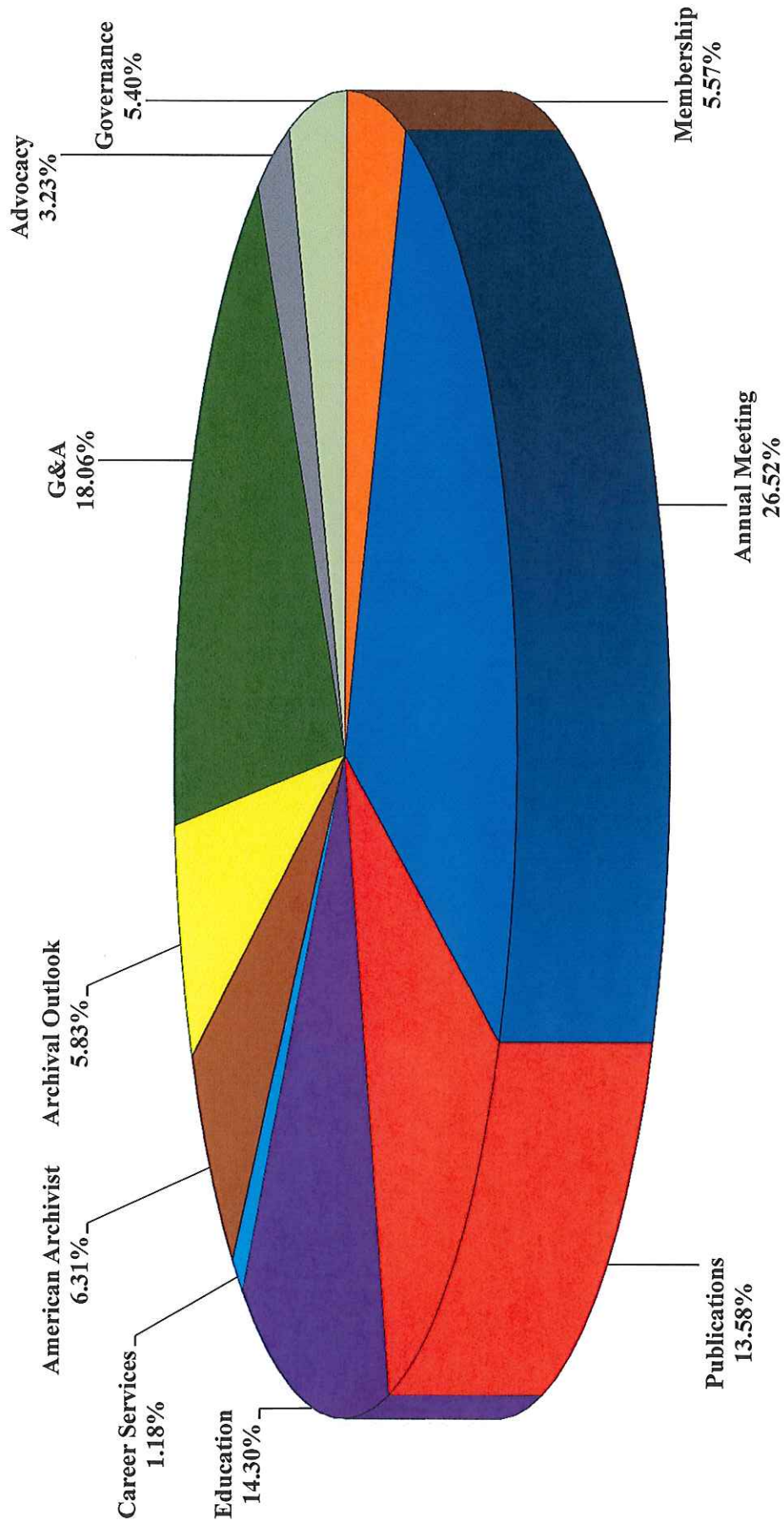
SAA Revenues by Cost Center



Expenses By Cost Center



SAA Expenses by Cost Center



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

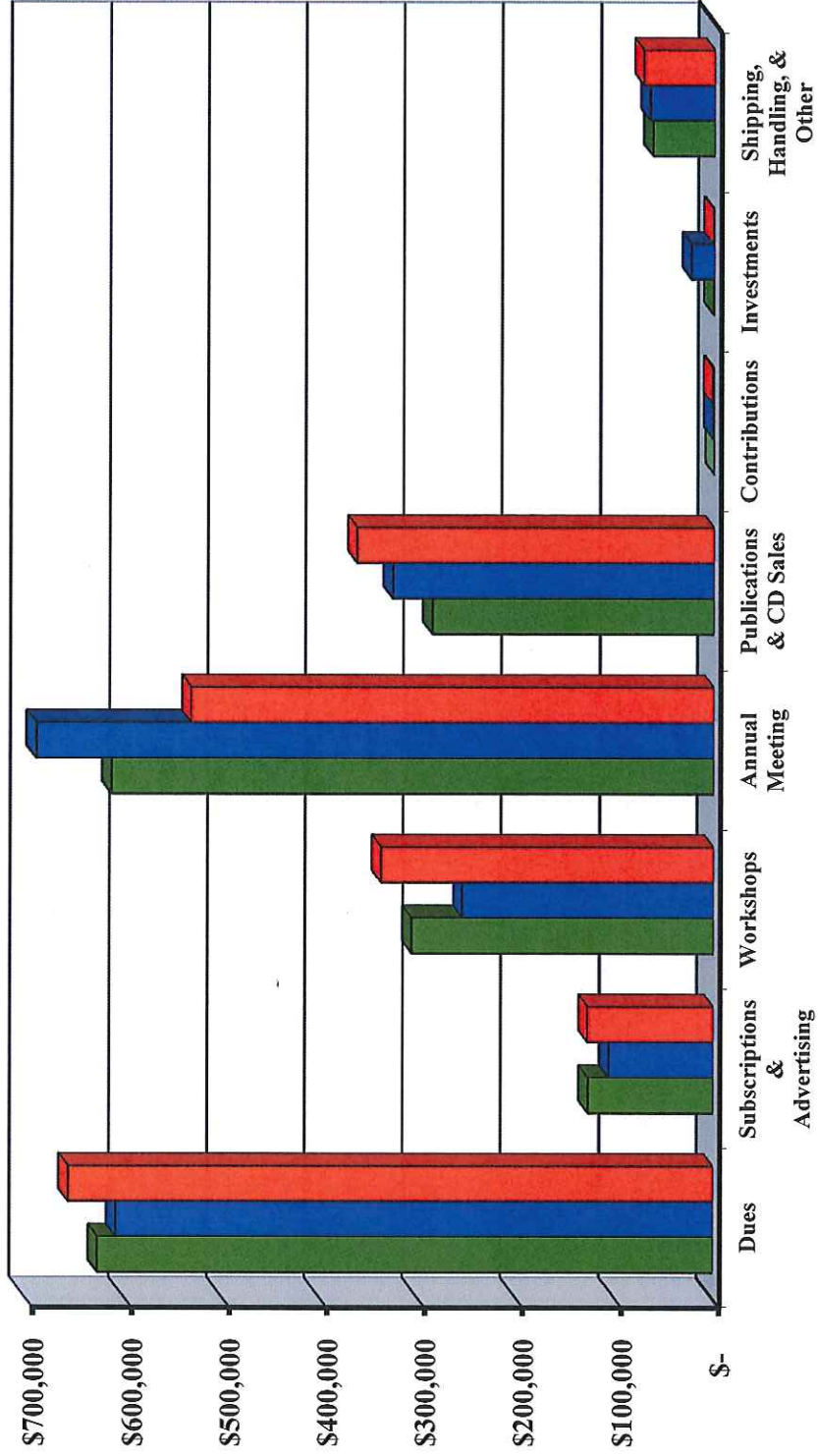
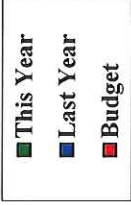
Society of American Archivists
Consolidated Statement of Activities
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$627,966.75	\$609,379.78	\$657,295.52	\$18,586.97	3.05%	(\$29,328.77)	(4.46%)
Subscriptions & Advertising	127,683.45	107,019.75	128,061.60	20,663.70	19.31%	(378.15)	(0.30%)
Workshops	307,197.70	255,581.00	338,482.00	51,616.70	20.20%	(31,284.30)	(9.24%)
Annual Meeting	614,465.02	690,349.50	533,667.43	(75,884.48)	(10.99%)	80,797.59	15.14%
Publications & CD Sales	287,080.15	327,294.53	372,878.26	(40,214.38)	(12.29%)	(85,798.11)	(23.01%)
Contributions	10,701.00	1,429.00	5,971.03	9,272.00	648.85%	4,729.97	79.22%
Investments	1,266.91	23,920.40	3,399.81	(22,653.49)	(94.70%)	(2,132.90)	(62.74%)
Shipping, Handling, & Other	71,637.17	66,459.96	72,549.30	5,177.21	7.79%	(912.13)	(1.26%)
Total Income	2,047,998.15	2,081,433.92	2,112,304.95	(33,435.77)	(1.61%)	(64,306.80)	(3.04%)
Expenses							
Salaries, Wages, & Benefits	719,411.91	725,643.84	752,522.24	(6,231.93)	(0.86%)	(33,110.33)	(4.40%)
Office Occupancy & Utilities	76,331.65	75,230.04	75,126.03	1,101.61	1.46%	1,205.62	1.60%
Services	810,885.31	829,679.10	920,227.13	(18,793.79)	(2.27%)	(109,341.82)	(11.88%)
Supplies	25,710.18	19,756.94	12,936.67	5,953.24	30.13%	12,773.51	98.74%
Travel	133,763.04	91,939.18	141,523.00	41,823.86	45.49%	(7,759.96)	(5.48%)
Leases, Rentals, & Licenses	40,986.32	38,772.10	37,878.93	2,214.22	5.71%	3,107.39	8.20%
Taxes, Dues, & Subscriptions	21,783.21	19,401.97	16,260.00	2,381.24	12.27%	5,523.21	33.97%
Depreciation, Cost of Goods Sold & Other	256,988.37	258,022.01	204,387.43	(1,033.64)	(0.40%)	52,600.94	25.74%
Total Expenses	2,085,859.99	2,058,445.18	2,160,861.43	27,414.81	1.33%	(75,001.44)	(3.47%)
Net Gain or (Loss)	(37,861.84)	22,988.74	(48,556.48)	(60,850.58)	(264.70%)	10,694.64	(22.03%)

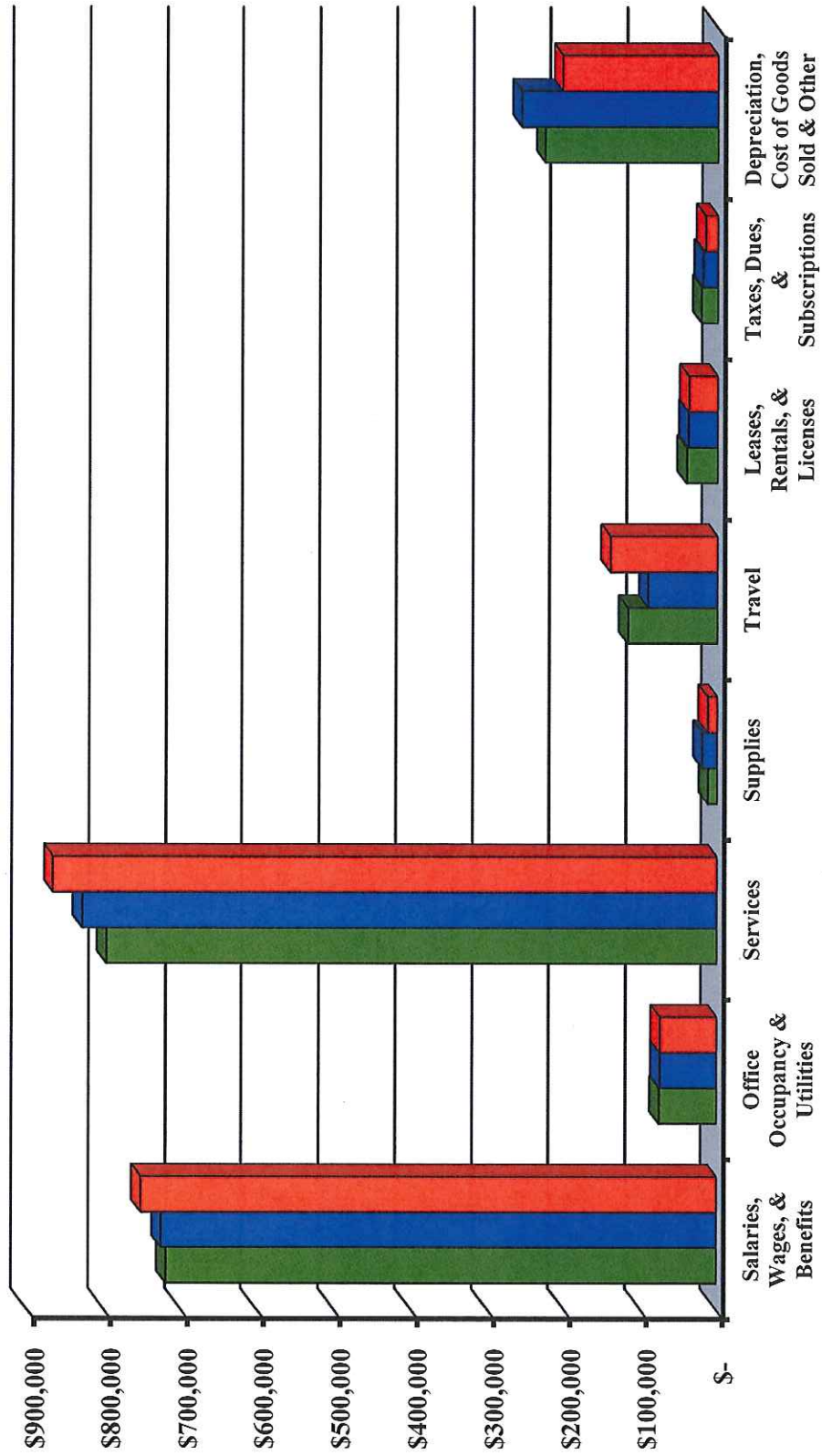
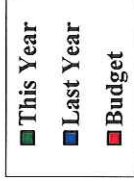
Society of American Archivists
SAA Operations
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$627,966.75	\$609,379.78	\$657,295.52	\$18,586.97	3.05%	(\$29,328.77)	(4.46%)
Subscriptions & Advertising	127,683.45	107,019.75	128,061.60	20,663.70	19.31%	(378.15)	(0.30%)
Workshops	307,197.70	255,581.00	338,482.00	51,616.70	20.20%	(31,284.30)	(9.24%)
Annual Meeting	614,465.02	690,349.50	533,667.43	(75,884.48)	(10.99%)	80,797.59	15.14%
Publications & CD Sales	287,080.15	327,294.53	363,878.26	(40,214.38)	(12.29%)	(76,798.11)	(21.11%)
Contributions	1.00	1,429.00	1,750.00	(1,428.00)	(99.93%)	(1,749.00)	(99.94%)
Investments	1,266.91	23,920.40	1,303.31	(22,653.49)	(94.70%)	(36.40)	(2.79%)
Shipping, Handling, & Other	63,569.73	66,459.96	72,549.30	(2,890.23)	(4.35%)	(8,979.57)	(12.38%)
Total Income	2,029,230.71	2,081,433.92	2,096,987.42	(52,203.21)	(2.51%)	(67,756.71)	(3.23%)
Expenses							
Salaries, Wages, & Benefits	719,411.91	725,643.84	752,522.24	(6,231.93)	(0.86%)	(33,110.33)	(4.40%)
Office Occupancy & Utilities	76,331.65	75,230.04	74,959.33	1,101.61	1.46%	1,372.32	1.83%
Services	797,747.20	829,679.10	867,685.33	(31,931.90)	(3.85%)	(69,938.13)	(8.06%)
Supplies	12,462.13	19,756.94	12,806.67	(7,294.81)	(36.92%)	(344.54)	(2.69%)
Travel	118,389.11	91,939.18	141,523.00	26,449.93	28.77%	(23,133.89)	(16.35%)
Leases, Rentals, & Licenses	40,986.32	38,772.10	37,878.93	2,214.22	5.71%	3,107.39	8.20%
Taxes, Dues, & Subscriptions	21,783.21	19,401.97	16,260.00	2,381.24	12.27%	5,523.21	33.97%
Depreciation, Cost of Goods Sold & Other	227,230.44	258,022.01	204,387.43	(30,791.57)	(11.93%)	22,843.01	11.18%
Total Expenses	2,014,341.97	2,058,445.18	2,108,022.93	(44,103.21)	(2.14%)	(93,680.96)	(4.44%)
Net Gain or (Loss)	14,888.74	22,988.74	(11,035.51)	(8,100.00)	(35.23%)	25,924.25	(234.92%)

Operations Revenue Comparison



Operations Expense Comparison



Society of American Archivists
Operational Revenue Centers
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$627,966.75	\$609,379.78	\$657,295.52	\$18,586.97	3.05%	(\$29,328.77)	(4.46%)
Subscriptions & Advertising	57,149.05	49,559.25	66,058.30	7,589.80	15.31%	(8,909.25)	(13.49%)
Workshops	307,197.70	255,581.00	338,482.00	51,616.70	20.20%	(31,284.30)	(9.24%)
Annual Meeting	614,465.02	690,349.50	530,667.43	(75,884.48)	(10.99%)	83,797.59	15.79%
Publications & CD Sales	287,080.15	327,294.53	363,878.26	(40,214.38)	(12.29%)	(76,798.11)	(21.11%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	54,371.99	57,789.40	70,424.30	(3,417.41)	(5.91%)	(16,052.31)	(22.79%)
Total Income	1,948,230.66	1,989,953.46	2,026,805.81	(41,722.80)	(2.10%)	(78,575.15)	(3.88%)
Expenses							
Salaries, Wages, & Benefits	353,668.38	349,829.36	364,616.15	3,839.02	1.10%	(10,947.77)	(3.00%)
Office Occupancy & Utilities	37,626.09	36,652.69	36,454.39	973.40	2.66%	1,171.70	3.21%
Services	514,424.94	527,321.31	566,953.30	(12,896.37)	(2.45%)	(52,528.36)	(9.27%)
Supplies	8,177.27	15,045.48	8,849.01	(6,868.21)	(45.65%)	(671.74)	(7.59%)
Travel	98,524.12	68,376.65	102,979.00	30,147.47	44.09%	(4,454.88)	(4.33%)
Leases, Rentals, & Licenses	33,405.49	27,235.84	27,520.24	6,169.65	22.65%	5,885.25	21.39%
Taxes, Dues, & Subscriptions	2,878.00	969.00	490.00	1,909.00	197.01%	2,388.00	487.35%
Depreciation, Cost of Goods Sold & Other	183,405.54	201,039.70	150,015.53	(17,634.16)	(8.77%)	33,390.01	22.26%
Total Expenses	1,232,109.83	1,226,470.03	1,257,877.62	5,639.80	0.46%	(25,767.79)	(2.05%)
Net Gain or (Loss)	716,120.83	763,483.43	768,928.19	(47,362.60)	(6.20%)	(52,807.36)	(6.87%)

Society of American Archivists
Membership
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$627,966.75	\$609,379.78	\$657,295.52	\$18,586.97	3.05%	(\$29,328.77)	(4.46%)
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	1,779.20	3,436.00	3,975.00	(1,656.80)	(48.22%)	(2,195.80)	(55.24%)
	<u>629,745.95</u>	<u>612,815.78</u>	<u>661,270.52</u>	<u>16,930.17</u>	<u>2.76%</u>	<u>(31,524.57)</u>	<u>(4.77%)</u>
Expenses							
Salaries, Wages, & Benefits	78,101.47	63,243.23	65,137.22	14,858.24	23.49%	12,964.25	19.90%
Office Occupancy & Utilities	8,127.30	6,501.49	6,531.66	1,625.81	25.01%	1,595.64	24.43%
Services	11,899.76	8,631.26	19,409.05	3,268.50	37.87%	(7,509.29)	(38.69%)
Supplies	1,703.34	2,771.21	2,246.36	(1,067.87)	(38.53%)	(543.02)	(24.17%)
Travel	889.49	570.14	1,715.00	319.35	56.01%	(825.51)	(48.13%)
Leases, Rentals, & Licenses	1,378.68	1,778.33	1,993.65	(399.65)	(22.47%)	(614.66)	(30.84%)
Taxes, Dues, & Subscriptions		444.00	245.00	(444.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	10,151.71		4,250.00	10,151.71	0.00%	5,901.71	138.86%
Total Expenses	112,251.75	83,939.66	101,527.63	28,312.09	33.73%	10,724.12	10.56%
	<u>517,494.20</u>	<u>528,876.12</u>	<u>559,742.89</u>	<u>(11,381.92)</u>	<u>(2.15%)</u>	<u>(42,248.69)</u>	<u>(7.55%)</u>
Net Gain or (Loss)							

Society of American Archivists
Annual Meeting

For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	7,900.00	8,750.00	4,750.00	0.00%	3,900.00	0.00%
Subscriptions & Advertising Workshops					60.13%		44.57%
Annual Meeting	614,465.02	690,349.50	530,667.43	(75,884.48)	(10.99%)	83,797.59	0.00%
Publications & CD Sales					0.00%		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	0.00%
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	99,180.55	105,708.70	104,333.82	(6,528.15)	(6.18%)	(5,153.27)	(4.94%)
Office Occupancy & Utilities	10,128.11	10,893.17	10,461.30	(765.06)	(7.02%)	(333.19)	(3.18%)
Services	298,717.86	321,626.00	312,381.49	(22,908.14)	(7.12%)	(13,663.63)	(4.37%)
Supplies	2,066.38	6,370.89	3,979.47	(4,304.51)	(67.57%)	(1,913.09)	(48.07%)
Travel	29,584.71	13,314.85	13,210.00	16,269.86	122.19%	16,374.71	123.96%
Leases, Rentals, & Licenses	23,892.68	17,444.43	15,440.49	6,448.25	36.96%	8,452.19	54.74%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	70,716.68	85,078.33	60,000.07	(14,361.65)	(16.88%)	10,716.61	17.86%
Total Expenses	534,286.97	560,436.37	519,806.64	(26,149.40)	(4.67%)	14,480.33	2.79%
Net Gain or (Loss)	101,883.05	144,608.13	25,860.79	(42,725.08)	(29.55%)	76,022.26	293.97%

Society of American Archivists
Annual Meeting - Washington 2010
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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		7,900.00		(7,900.00)	(100.00%)		0.00%
Annual Meeting Publications & CD Sales		690,349.50		(690,349.50)	(100.00%)		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					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		194,674.03		(194,674.03)	(100.00%)		0.00%
Total Expenses		560,436.37		(560,436.37)	(100.00%)		0.00%
Net Gain or (Loss)		144,608.13		(144,608.13)	(100.00%)		0.00%

Society of American Archivists
Annual Meeting - Chicago 2011
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	0.00%
Publications & CD Sales					0.00%		15.79%
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	0.00%
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	57,734.22	48,466.06	(8,881.39)	(15.38%)	386.77	0.80%
Office Occupancy & Utilities	4,849.38	6,002.88	4,810.27	(1,153.50)	(19.22%)	39.11	0.81%
Services	266,747.59	32,930.14	276,774.19	233,817.45	710.04%	(10,026.60)	(3.62%)
Supplies	1,773.96	608.15	3,639.26	1,165.81	191.70%	(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	1,964.03	13,740.16	20,921.58	1,065.24%	9,145.45	66.56%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	168,756.81	(108,589.63)	168,851.68	277,346.44	(255.41%)	(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 Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	50,136.37	836.73	54,895.66	49,299.64	5,891.94%	(4,759.29)	(8.67%)
Office Occupancy & Utilities	5,258.44	88.56	5,554.07	5,169.88	5,837.71%	(295.63)	(5.32%)
Services	31,960.94	48.99	35,555.15	31,911.95	65,139.72%	(3,594.21)	(10.11%)
Supplies	292.13	9.01	335.00	283.12	3,142.29%	(42.87)	(12.80%)
Travel	8,494.09		9,685.00	8,494.09	0.00%	(1,190.91)	(12.30%)
Leases, Rentals, & Licenses	1,004.15	22.78	1,670.43	981.37	4,308.03%	(666.28)	(39.89%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(97,146.12)	(1,006.07)	(107,695.29)	(96,140.05)	9,556.00%	10,549.17	(9.80%)
Total Expenses			0.02	(96,140.05)	0.00%	(0.02)	(100.00%)
Net Gain or (Loss)			(0.02)		0.00%	0.02	(100.00%)

Society of American Archivists
Annual Meeting - New Orleans 2013
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	191.35		972.10	191.35	0.00%	(780.75)	(80.32%)
Office Occupancy & Utilities	20.29		96.96	20.29	0.00%	(76.67)	(79.07%)
Services	9.33		52.15	9.33	0.00%	(42.82)	(82.11%)
Supplies	0.29		5.21	0.29	0.00%	(4.92)	(94.43%)
Travel	669.83			669.83	0.00%	669.83	0.00%
Leases, Rentals, & Licenses	2.92		29.90	2.92	0.00%	(26.98)	(90.23%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(894.01)		(1,156.32)	(894.01)	0.00%	262.31	(22.68%)
Total Expenses					0.00%		0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Publications

For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	283,242.15	321,999.53	357,878.26	(38,757.38)	(12.04%)	(74,636.11)	(20.86%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	43,322.79	47,558.40	60,199.30	(4,235.61)	(8.91%)	(16,876.51)	(28.03%)
Total Income	326,564.94	369,557.93	418,077.56	(42,992.99)	(11.63%)	(91,512.62)	(21.89%)
Expenses							
Salaries, Wages, & Benefits	58,546.11	62,014.02	72,641.42	(3,467.91)	(5.59%)	(14,095.31)	(19.40%)
Office Occupancy & Utilities	6,929.61	7,182.34	7,203.86	(252.73)	(3.52%)	(274.25)	(3.81%)
Services	94,196.94	92,365.31	94,023.06	1,831.63	1.98%	173.88	0.18%
Supplies	736.33	2,910.07	530.82	(2,173.74)	(74.70%)	205.51	38.72%
Travel	5,883.20	6,447.88	6,850.00	(564.68)	(8.76%)	(966.80)	(14.11%)
Leases, Rentals, & Licenses	3,873.52	4,674.90	5,089.22	(801.38)	(17.14%)	(1,215.70)	(23.89%)
Taxes, Dues, & Subscriptions	2,878.00	280.00		2,598.00	927.86%	2,878.00	0.00%
Depreciation, Cost of Goods Sold & Other	100,563.50	100,594.66	82,944.46	(31.16)	(0.03%)	17,619.04	21.24%
Total Expenses	273,607.21	276,469.18	269,282.84	(2,861.97)	(1.04%)	4,324.37	1.61%
Net Gain or (Loss)	52,957.73	93,088.75	148,794.72	(40,131.02)	(43.11%)	(95,836.99)	(64.41%)

Society of American Archivists
Education

For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	5,891.25	5,966.25	5,250.00	(75.00)	0.00%	641.25	0.00%
Subscriptions & Advertising Workshops	307,197.70	255,581.00	338,482.00	51,616.70	(1.26%) 20.20%	(31,284.30)	12.21% (9.24%)
Annual Meeting Publications & CD Sales Contributions	3,838.00	5,295.00	6,000.00	(1,457.00)	0.00% (27.52%)	(2,162.00)	0.00% (36.03%)
Investments	215.00			215.00	0.00%		0.00%
Shipping, Handling, & Other					0.00%	215.00	0.00%
Total Income	317,141.95	266,842.25	349,732.00	50,299.70	18.85%	(32,590.05)	(9.32%)
Expenses							
Salaries, Wages, & Benefits	114,320.77	115,540.18	119,038.32	(1,219.41)	(1.06%)	(4,717.55)	(3.96%)
Office Occupancy & Utilities	12,075.95	11,739.66	11,913.44	336.29	2.86%	162.51	1.36%
Services	89,747.65	92,015.23	118,558.72	(2,267.58)	(2.46%)	(28,811.07)	(24.30%)
Supplies	3,637.22	2,965.81	2,069.13	671.41	22.64%	1,568.09	75.78%
Travel	62,166.72	48,043.78	81,204.00	14,122.94	29.40%	(19,037.28)	(23.44%)
Leases, Rentals, & Licenses	4,199.36	3,244.12	4,240.84	955.24	29.45%	(41.48)	(0.98%)
Taxes, Dues, & Subscriptions	1,973.65	245.00	245.00	(245.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other		15,366.71	2,821.00	(13,393.06)	(87.16%)	(847.35)	(30.04%)
Total Expenses	288,121.32	289,160.49	340,090.45	(1,039.17)	(0.36%)	(51,969.13)	(15.28%)
Net Gain or (Loss)	29,020.63	(22,318.24)	9,641.55	51,338.87	(230.03%)	19,379.08	201.00%

Society of American Archivists
Career Services
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues	38,607.80	35,693.00	52,058.30	2,914.80	8.17%	(13,450.50)	0.00%
Subscriptions & Advertising Workshops					8.17%		(25.84%)
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	38,607.80	35,693.00	52,058.30	2,914.80	8.17%	(13,450.50)	(25.84%)
Expenses							
Salaries, Wages, & Benefits	3,519.48	3,323.23	3,465.37	196.25	5.91%	54.11	1.56%
Office Occupancy & Utilities	365.12	336.03	344.13	29.09	8.66%	20.99	6.10%
Services	19,862.73	12,683.51	22,580.98	7,179.22	56.60%	(2,718.25)	(12.04%)
Supplies	34.00	27.50	23.23	6.50	23.64%	10.77	46.36%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	61.25	94.06	756.35	(32.81)	(34.88%)	(695.10)	(91.90%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	23,842.58	16,464.33	27,170.06	7,378.25	44.81%	(3,327.48)	(12.25%)
Net Gain or (Loss)	14,765.22	19,228.67	24,888.24	(4,463.45)	(23.21%)	(10,123.02)	(40.67%)

Society of American Archivists
 Periodicals (AA & AO)
 For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	70,534.40	57,460.50	62,003.30	13,073.90	0.00%	8,531.10	0.00%
Subscriptions & Advertising					22.75%		13.76%
Workshops					0.00%		0.00%
Annual Meeting			1,000.00		0.00%	(1,000.00)	(100.00%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	8,812.90	8,668.83	2,125.00	144.07	1.66%	6,687.90	314.72%
Total Income	79,347.30	66,129.33	65,128.30	13,217.97	19.99%	14,219.00	21.83%
Expenses							
Salaries, Wages, & Benefits	78,297.33	75,497.08	78,417.55	2,800.25	3.71%	(120.22)	(0.15%)
Office Occupancy & Utilities	8,086.71	7,678.13	7,781.57	408.58	5.32%	305.14	3.92%
Services	151,318.04	147,592.76	150,198.67	3,725.28	2.52%	1,119.37	0.75%
Supplies	851.39	888.29	738.61	(36.90)	(4.15%)	112.78	15.27%
Travel	4,033.69	215.50	9,765.00	3,818.19	1,771.78%	(5,731.31)	(58.69%)
Leases, Rentals, & Licenses	1,383.71	2,158.56	2,850.95	(774.85)	(35.90%)	(1,467.24)	(51.46%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	244,465.87	234,525.32	249,997.35	9,940.55	4.24%	(5,531.48)	(2.21%)
Net Gain or (Loss)	(165,118.57)	(168,395.99)	(184,869.05)	3,277.42	(1.95%)	19,750.48	(10.68%)

Society of American Archivists
American Archivist
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues	50,829.50	49,797.50	49,920.00	1,032.00	2.07%	909.50	1.82%
Subscriptions & Advertising Workshops					0.00%		0.00%
Annual Meeting			1,000.00		0.00%	(1,000.00)	(100.00)%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	5,737.90	5,407.03	375.00	330.87	6.12%	5,362.90	1,430.11%
Total Income	56,567.40	55,204.53	51,295.00	1,362.87	2.47%	5,272.40	10.28%
Expenses							
Salaries, Wages, & Benefits	35,096.33	29,618.29	30,527.61	5,478.04	18.50%	4,568.72	14.97%
Office Occupancy & Utilities	3,629.42	3,017.57	3,029.95	611.85	20.28%	599.47	19.78%
Services	83,374.21	78,499.35	78,434.56	4,874.86	6.21%	4,939.65	6.30%
Supplies	411.22	321.14	383.22	90.08	28.05%	28.00	7.31%
Travel	3,934.69	44.00	9,545.00	3,890.69	8,842.48%	(5,610.31)	(58.78)%
Leases, Rentals, & Licenses	623.28	860.95	1,385.06	(237.67)	(27.61)%	(761.78)	(55.00)%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	127,069.15	112,361.30	123,305.40	14,707.85	13.09%	3,763.75	3.05%
Net Gain or (Loss)	(70,501.75)	(57,156.77)	(72,010.40)	(13,344.98)	23.35%	1,508.65	(2.10)%

Society of American Archivists
Archival Outlook
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	19,704.90	7,663.00	12,083.30	12,041.90	157.14%	7,621.60	0.00%
Subscriptions & Advertising Workshops					0.00%		63.08%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	3,075.00	3,261.80	1,750.00	(186.80)	(5.73%)	1,325.00	75.71%
Total Income	22,779.90	10,924.80	13,833.30	11,855.10	108.52%	8,946.60	64.67%
Expenses							
Salaries, Wages, & Benefits	43,201.00	45,878.79	47,889.94	(2,677.79)	(5.84%)	(4,688.94)	(9.79%)
Office Occupancy & Utilities	4,457.29	4,660.56	4,751.62	(203.27)	(4.36%)	(294.33)	(6.19%)
Services	67,943.83	69,093.41	71,764.11	(1,149.58)	(1.66%)	(3,820.28)	(5.32%)
Supplies	440.17	567.15	355.39	(126.98)	(22.39%)	84.78	23.86%
Travel	99.00	171.50	220.00	(72.50)	(42.27%)	(121.00)	(55.00%)
Leases, Rentals, & Licenses	760.43	1,297.61	1,465.89	(537.18)	(41.40%)	(705.46)	(48.13%)
Taxes, Dues, & Subscriptions	495.00	495.00	245.00		0.00%	250.00	102.04%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	117,396.72	122,164.02	126,691.95	(4,767.30)	(3.90%)	(9,295.23)	(7.34%)
Net Gain or (Loss)	(94,616.82)	(111,239.22)	(112,858.65)	16,622.40	(14.94%)	18,241.83	(16.16%)

Society of American Archivists
Operational Expense Centers
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops			2,000.00		0.00%	(2,000.00)	(100.00)%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	1.00	1,429.00	1,750.00	(1,428.00)	(99.93)%	(1,749.00)	(99.94)%
Investments	1,266.91	23,920.40	1,303.31	(22,653.49)	(94.70)%	(36.40)	(2.79)%
Shipping, Handling, & Other	384.84	1.73		383.11	22,145.09%	384.84	0.00%
Total Income	1,652.75	25,351.13	5,053.31	(23,698.38)	(93.48)%	(3,400.56)	(67.29)%
Expenses							
Salaries, Wages, & Benefits	287,446.20	300,317.40	309,488.54	(12,871.20)	(4.29)%	(22,042.34)	(7.12)%
Office Occupancy & Utilities	30,618.85	30,899.22	30,723.37	(280.37)	(0.91)%	(104.52)	(0.34)%
Services	132,004.22	154,765.03	150,533.36	(22,760.81)	(14.71)%	(18,529.14)	(12.31)%
Supplies	3,433.47	3,823.17	3,219.05	(389.70)	(10.19)%	214.42	6.66%
Travel	15,831.30	23,347.03	28,779.00	(7,515.73)	(32.19)%	(12,947.70)	(44.99)%
Leases, Rentals, & Licenses	6,197.12	9,377.70	7,507.74	(3,180.58)	(33.92)%	(1,310.62)	(17.46)%
Taxes, Dues, & Subscriptions	18,410.21	17,937.97	15,525.00	472.24	2.63%	2,885.21	18.58%
Depreciation, Cost of Goods Sold & Other	43,824.90	56,982.31	54,371.90	(13,157.41)	(23.09)%	(10,547.00)	(19.40)%
Total Expenses	537,766.27	597,449.83	600,147.96	(59,683.56)	(9.99)%	(62,381.69)	(10.39)%
Net Gain or (Loss)	(536,113.52)	(572,098.70)	(595,094.65)	35,985.18	(6.29)%	58,981.13	(9.91)%

Society of American Archivists
General & Administrative
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	1,429.00	1,750.00	(1,428.00)	(99.93%)	(1,749.00)	(99.94%)
Subscriptions & Advertising	1,266.91	23,920.40	1,303.31	(22,653.49)	(94.70%)	(36.40)	(2.79%)
Workshops	384.84	1.73		383.11	22,145.09%	384.84	0.00%
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
Total Income	1,652.75	25,351.13	3,053.31	(23,698.38)	(93.48%)	(1,400.56)	(45.87%)
Expenses							
Salaries, Wages, & Benefits	180,790.96	189,061.61	194,712.80	(8,270.65)	(4.37%)	(13,921.84)	(7.15%)
Office Occupancy & Utilities	19,162.68	18,831.94	19,136.35	330.74	1.76%	26.33	0.14%
Services	108,332.35	119,891.09	113,273.62	(11,558.74)	(9.64%)	(4,941.27)	(4.36%)
Supplies	2,121.73	2,774.82	2,247.77	(653.09)	(23.54%)	(126.04)	(5.61%)
Travel	3,011.70	5,312.28	7,119.00	(2,300.58)	(43.31%)	(4,107.30)	(57.69%)
Leases, Rentals, & Licenses	4,327.95	5,933.49	3,995.07	(1,605.54)	(27.06%)	332.88	8.33%
Taxes, Dues, & Subscriptions	2,187.05	1,034.00	925.00	1,153.05	111.51%	1,262.05	136.44%
Depreciation, Cost of Goods Sold & Other	43,824.90	56,982.31	54,371.90	(13,157.41)	(23.09%)	(10,547.00)	(19.40%)
Total Expenses	363,759.32	399,821.54	395,781.51	(36,062.22)	(9.02%)	(32,022.19)	(8.09%)
Net Gain or (Loss)	(362,106.57)	(374,470.41)	(392,728.20)	12,363.84	(3.30%)	30,621.63	(7.80%)

Society of American Archivists
Governance
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	70,525.14	64,867.43	63,027.71	5,657.71	8.72%	7,497.43	11.90%
Subscriptions & Advertising	7,680.92	7,399.96	6,251.83	280.96	3.80%	1,429.09	22.86%
Workshops	12,258.12	20,392.27	20,539.02	(8,134.15)	(39.89)%	(8,280.90)	(40.32)%
Annual Meeting	752.28	648.67	597.19	103.61	15.97%	155.09	25.97%
Publications & CD Sales	12,716.00	16,370.12	17,310.00	(3,654.12)	(22.32)%	(4,594.00)	(26.54)%
Contributions	1,240.09	2,114.81	1,924.21	(874.72)	(41.36)%	(684.12)	(35.55)%
Investments	3,678.16	4,124.17	2,100.00	(446.01)	(10.81)%	1,578.16	75.15%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	108,850.71	115,917.43	111,749.96	(7,066.72)	(6.10)%	(2,899.25)	(2.59)%
Expenses							
Salaries, Wages, & Benefits							
Office Occupancy & Utilities							
Services							
Supplies							
Travel							
Leases, Rentals, & Licenses							
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
Total Expenses	(108,850.71)	(115,917.43)	(111,749.96)	7,066.72	(6.10)%	2,899.25	(2.59)%
Net Gain or (Loss)							

Society of American Archivists
Advocacy
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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			2,000.00		0.00%	(2,000.00)	(100.00%)
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income			2,000.00		0.00%	(2,000.00)	(100.00%)
Expenses							
Salaries, Wages, & Benefits	36,130.10	46,388.36	51,748.03	(10,258.26)	(22.11%)	(15,617.93)	(30.18%)
Office Occupancy & Utilities	3,775.25	4,667.32	5,335.19	(892.07)	(19.11%)	(1,559.94)	(29.24%)
Services	11,413.75	14,481.67	16,720.72	(3,067.92)	(21.18%)	(5,306.97)	(31.74%)
Supplies	559.46	399.68	374.09	159.78	39.98%	185.37	49.55%
Travel	103.60	1,664.63	4,350.00	(1,561.03)	(93.78%)	(4,246.40)	(97.62%)
Leases, Rentals, & Licenses	629.08	1,329.40	1,588.46	(700.32)	(52.68%)	(959.38)	(60.40%)
Taxes, Dues, & Subscriptions	12,545.00	12,779.80	12,500.00	(234.80)	(1.84%)	45.00	0.36%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	65,156.24	81,710.86	92,616.49	(16,554.62)	(20.26%)	(27,460.25)	(29.65%)
Net Gain or (Loss)	(65,156.24)	(81,710.86)	(90,616.49)	16,554.62	(20.26%)	25,460.25	(28.10%)

Society of American Archivists
 Non-Operating Funds
 For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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			9,000.00		0.00%	(9,000.00)	(100.00)%
Publications & CD Sales	10,700.00		4,221.03	10,700.00	0.00%	6,478.97	153.49%
Contributions			2,096.50		0.00%	(2,096.50)	(100.00)%
Investments	8,067.44			8,067.44	0.00%	8,067.44	0.00%
Shipping, Handling, & Other							
Total Income	18,767.44		15,317.53	18,767.44	0.00%	3,449.91	22.52%
Expenses							
Salaries, Wages, & Benefits			166.70		0.00%	(166.70)	0.00%
Office Occupancy & Utilities			52,541.80	13,138.11	0.00%	(39,403.69)	(100.00)%
Services	13,138.11			13,248.05	0.00%	13,118.05	(74.99)%
Supplies	13,248.05		130.00	15,373.93	0.00%	15,373.93	10,090.81%
Travel	15,373.93				0.00%		0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions				29,757.93	0.00%	29,757.93	0.00%
Depreciation, Cost of Goods Sold & Other	29,757.93				0.00%		0.00%
Total Expenses	71,518.02		52,838.50	71,518.02	0.00%	18,679.52	35.35%
Net Gain or (Loss)	(52,750.58)		(37,520.97)	(52,750.58)	0.00%	(15,229.61)	40.59%

Society of American Archivists
Council-Directed
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	700.00		4,221.03	700.00	0.00%	(3,521.03)	(83.42%)
Investments			2,096.50		0.00%	(2,096.50)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	700.00		6,317.53	700.00	0.00%	(5,617.53)	(88.92%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	11,998.87		42,021.00	11,998.87	0.00%	(30,022.13)	(71.45%)
Supplies	319.23			319.23	0.00%		0.00%
Travel	5,373.93			5,373.93	0.00%		0.00%
Leases, Rentals, & Licenses					0.00%		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	29,757.93			29,757.93	0.00%		0.00%
Total Expenses	47,449.96		42,021.00	47,449.96	0.00%	5,428.96	12.92%
Net Gain or (Loss)	(46,749.96)		(35,703.47)	(46,749.96)	0.00%	(11,046.49)	30.94%

Society of American Archivists
 Brack Fund
 For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	100.00		330.99	100.00	0.00%	(230.99)	(69.79%)
Contributions			262.30		0.00%	(262.30)	(100.00%)
Investments					0.00%		0.00%
Shipping, Handling, & Other							
Total Income	100.00		593.29	100.00	0.00%	(493.29)	(83.14%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	8,000.00		487.50	8,000.00	0.00%	7,512.50	1,541.03%
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	8,000.00		487.50	8,000.00	0.00%	7,512.50	1,541.03%
Net Gain or (Loss)	(7,900.00)		105.79	(7,900.00)	0.00%	(8,005.79)	(7,567.62%)

Society of American Archivists
Education Fund
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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		1,307.01	600.00	0.00%	(707.01)	(54.09%)
Investments			712.90		0.00%	(712.90)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	600.00		2,019.91	600.00	0.00%	(1,419.91)	(70.30%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	3,898.87		11,700.00	3,898.87	0.00%	(7,801.13)	(66.68%)
Supplies					0.00%		0.00%
Travel	5,373.93			5,373.93	0.00%	5,373.93	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	9,272.80		11,700.00	9,272.80	0.00%	(2,427.20)	(20.75%)
Net Gain or (Loss)	(8,672.80)		(9,680.09)	(8,672.80)	0.00%	1,007.29	(10.41%)

Society of American Archivists
Publications Fund
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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			2,583.03		0.00%	(2,583.03)	(100.00%)
Investments			1,121.30		0.00%	(1,121.30)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income			3,704.33		0.00%	(3,704.33)	(100.00%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	100.00		29,833.50	100.00	0.00%	(29,733.50)	(99.66%)
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	29,757.93			29,757.93	0.00%	29,757.93	0.00%
Total Expenses	30,177.16		29,833.50	30,177.16	0.00%	343.66	1.15%
Net Gain or (Loss)	(30,177.16)		(26,129.17)	(30,177.16)	0.00%	(4,047.99)	15.49%

Society of American Archivists
Miscellaneous Funds
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	8,067.44			8,067.44	0.00%	8,067.44	0.00%
Total Income	8,067.44		9,000.00	8,067.44	0.00%	(932.56)	(10.36%)
Expenses							
Salaries, Wages, & Benefits			166.70		0.00%		0.00%
Office Occupancy & Utilities			10,520.80	1,139.24	0.00%	(166.70)	(100.00%)
Services	1,139.24				0.00%	(9,381.56)	(89.17%)
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		10,817.50	14,068.06	0.00%	3,250.56	30.05%
Net Gain or (Loss)	(6,000.62)		(1,817.50)	(6,000.62)	0.00%	(4,183.12)	230.16%

Society of American Archivists
75th Anniversary Project
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	8,067.44			8,067.44	0.00%	8,067.44	0.00%
Total Income	8,067.44		9,000.00	8,067.44	0.00%	(932.56)	(10.36%)
Expenses							
Salaries, Wages, & Benefits			166.70		0.00%	(166.70)	0.00%
Office Occupancy & Utilities			10,520.80	1,139.24	0.00%	(9,381.56)	(100.00%)
Services	1,139.24			1,139.24	0.00%		(89.17%)
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		10,817.50	14,068.06	0.00%	3,250.56	30.05%
Net Gain or (Loss)	(6,000.62)		(1,817.50)	(6,000.62)	0.00%	(4,183.12)	230.16%

Society of American Archivists
Grants

For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	10,000.00			10,000.00	0.00%	10,000.00	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	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Net Gain or (Loss)					0.00%		0.00%

Society of American Archivists
Delmas Grant
For the Ten Months Ending April 30, 2012

	Year-To-Date 04/30/12	Year-To-Date 04/30/11	Budget 04/30/12	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	10,000.00			10,000.00	0.00%	10,000.00	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	10,000.00			10,000.00	0.00%	10,000.00	0.00%
Net Gain or (Loss)					0.00%		0.00%