

**Society of American Archivists  
Council Meeting  
August 22, 2011  
Chicago, Illinois**

**Treasurer's Report:  
Financial Review July 1, 2010 – June 30, 2011**

**Overview**

For the year ending June 30, SAA's net loss of \$36,418.29 fell short of budget by \$52,296.64. Previous months' financial reports included significant net gains that were due primarily to unrealized gains on investments. During February, the investment portfolio was overhauled in response to the revised investment policy adopted by the Council. The result of this overhaul was \$150,000 in realized gains on investments that have been distributed from Operations to the various funds within the Foundation.

**Balance Sheet**

Total assets are higher than those as of June 2010 by 2.19% while total liabilities are 1.56% higher. The increase in Equipment and the corresponding decrease in short-term investments are due to Drupal expenditures. In order to pay for Drupal, we have had to liquidate some of our CDs. The large increase in Foundation balances resulted from February's realized gains on investments. Total deferred revenues are 7.64% lower than as of June 2010. Deferred revenues for Annual Meeting registrations and exhibitors are lower than last year while deferred revenues related to Membership, Education, Annual Meeting sponsors, and advertising have increased.

**Income Statement**

SAA posted a net loss of \$36,418.29 for the year ended June 30. This performance is \$52,296.64 (329.36%) less than budget and \$18,916.04 (108.08%) worse than FY10. SAA's operational revenue centers (Membership, Annual Meeting, Publications, Education, and Career Services) fell short of budget by \$42,793.72 (4.69%). The operational expense centers (G&A, Advocacy, and Governance) fell short of budget by \$23,720.20 (3.42%) while periodicals (*American Archivist* and *Archival Outlook*) exceeded budget by \$14,217.28 (7.01%).

Specific points of interest are as follows:

- Dues revenues exceeded FY10 by 5.05% and budget by 3.33% due to strong membership growth that began in the fourth quarter of FY10 and has continued throughout FY11.
- Although Annual Meeting total revenues were 49.46% higher than last year, they fell short of budget by \$69,273.76 (8.95%). Paid attendees totaled 1,909 against a budget of 2,000.
- Education workshop revenues were well ahead of FY10 and budget. Greater response to Web seminars, a greater number of offerings, and higher-than-expected attendance at workshops are the causes for the favorable variance.
- Publications had a very strong July and August, but sales tapered off after that. Revenues were \$26,415.83 (6.07%) less than last year and \$71,915.17 (14.97%) less than budget. Publications' net gain for the year of the year was more than 25% less than FY10 and nearly 40% less than budget.
- Since February, unrealized gains on investments have amounted to nearly \$8,400. Investment revenues earned from CDs are below budget due to continued low interest rates earned via CDs. As noted earlier, CD balances have been decreasing due to increasing capital equipment expenditures, related primarily to Drupal development.
- Expenses related to Services were under budget by \$24,459.68 (2.46%) for the following reasons:
  - Food and beverage costs during the Annual Meeting were more than \$30,000 under budget. Lower-than-budgeted attendance is one reason for this favorable variance. We were particularly diligent in this area to make sure that costs were kept under control.
  - Annual Meeting consulting costs were \$4,800 under budget.
  - Effective cost-cutting with respect to Annual Meeting Preliminary Program production enabled us to realize more than \$7,500 in favorable variances.
  - Unbudgeted costs of more than \$17,000 for temporary help were incurred by Education following a staff termination on July 1.
  - Publications shipping, postage, and processing costs were under budget by \$15,500.
  - *American Archivist* production and distribution expenses were over budget by \$6,700.
  - *Archival Outlook* had unfavorable variances related to printing and processing of more than \$3,900.
  - Legal fees related to personnel matters, the new employee handbook, and the Foundation are the causes of a \$9,100 unfavorable variance.
  - We kept the expense accrual process open well into July in order to capture all expenses related to FY11. Merchant fees related to credit card receipts were included in this process with the result being an unfavorable variance of more than \$9,300.
  - Although some expenses for the "I Found It In The Archives" campaign have been realized, others have not. The favorable variance as of June 30 was more than \$11,000.
  - Prudent spending practices in regard to the employment of consultants and food and beverage costs during Council meetings have resulted in a favorable variance of \$10,000.

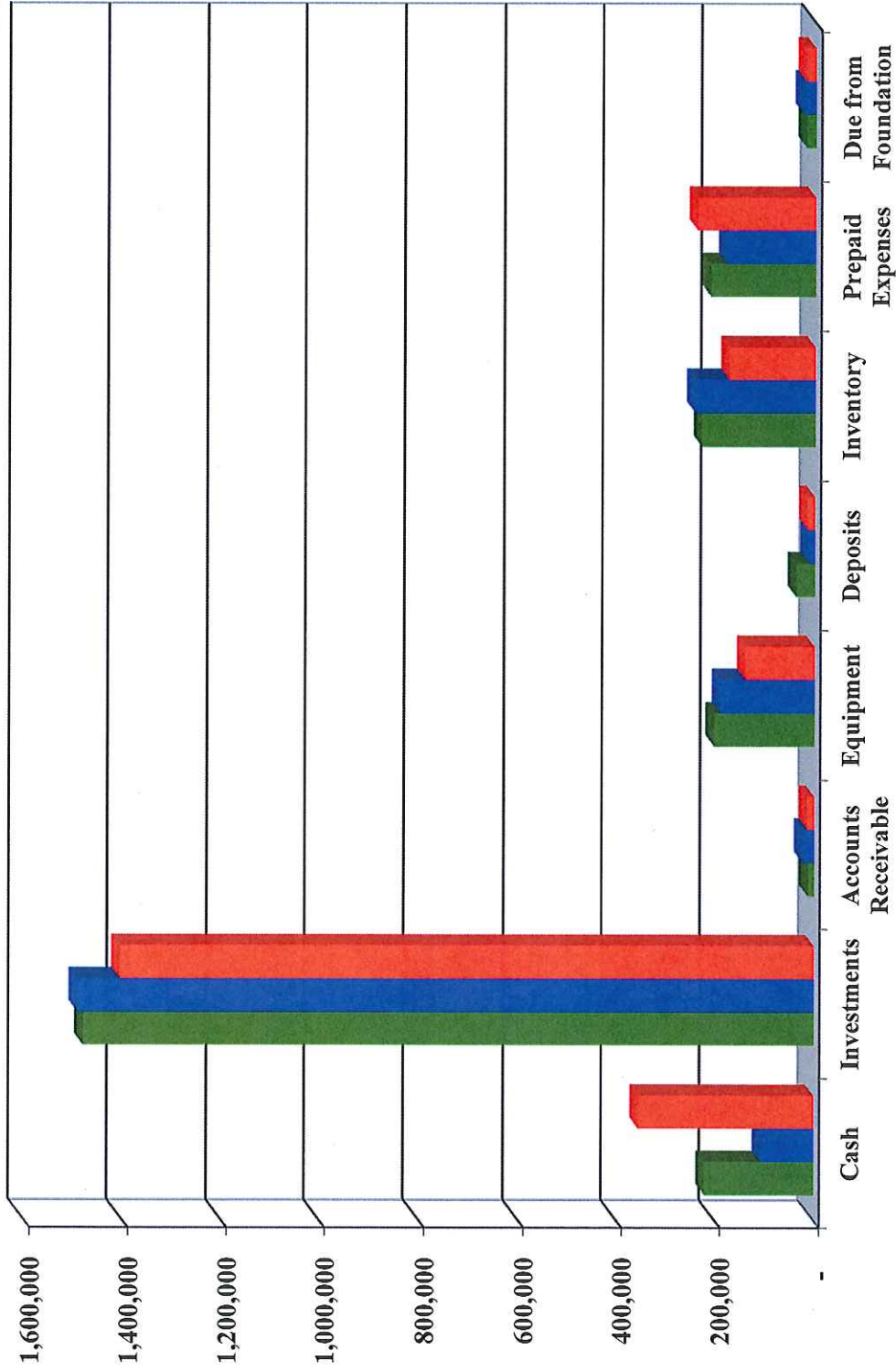
- Overall travel expenses were under budget by \$38,119.34 (24.3%). There is no clear pattern that would provide explanation for this favorable variance, which is present in each cost center that incurred expenses. It is likely that we over-estimated expenses when formulating the budget.
- The unfavorable variance in Taxes, Dues, and Subscriptions was caused by the accrual of income tax expense related to advertising.
- The \$27,747.29 unfavorable variance in Depreciation, Cost of Goods Sold, and Other is due primarily to an adjustment in depreciation that takes into account FY11 equipment purchases.

**Society of American Archivists**  
**Year-To-Date Financial Statements**  
**June 30, 2011**

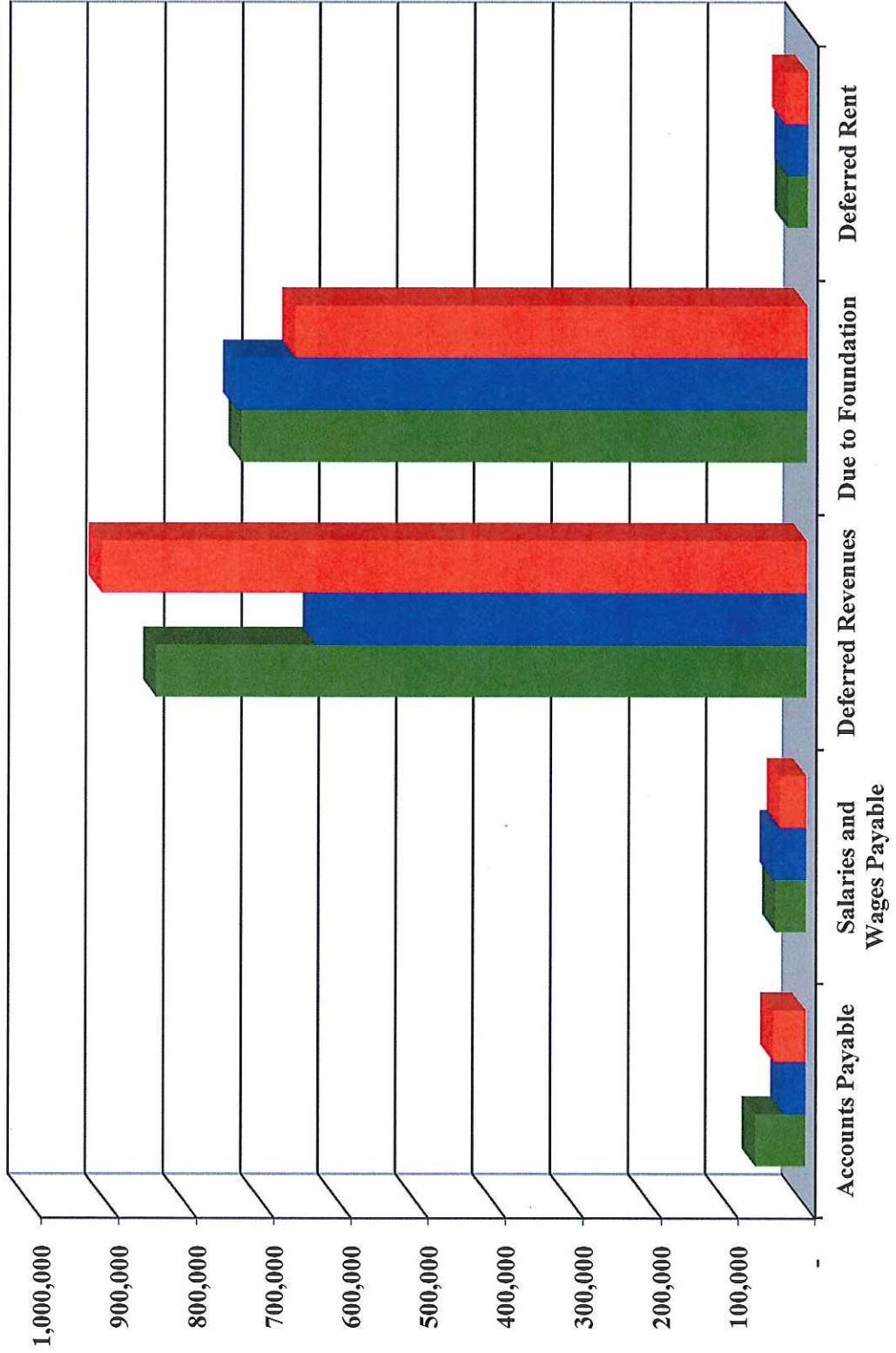
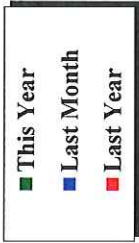
Society of American Archivists  
Operations  
For the Twelve Months Ending June 30, 2011

	Current Year			Prior Year June	Current Month vs Last Month		Current Month vs Last Year	
	June	May	June		\$ Variance	% Variance	\$ Variance	% Variance
<b>Assets</b>								
Cash	\$219,931.58	\$105,676.32	\$354,793.03	\$114,255.26	108.12%	(\$134,861.45)	-38.01%	
Investments	1,478,606.58	1,489,584.17	1,404,362.07	(10,977.59)	-0.74%	74,244.51	5.29%	
Accounts Receivable	12,585.77	21,943.43	13,257.62	(9,357.66)	-42.64%	(671.85)	-5.07%	
Property, Plant, & Equipment	414,992.41	398,562.81	292,780.57	16,429.60	4.12%	122,211.84	41.74%	
Less: Accumulated Depreciation	(213,043.08)	(208,817.11)	(154,123.71)	(4,225.97)	2.02%	(58,919.37)	38.23%	
Total Property Plant & Equipment	201,949.33	189,745.70	138,656.86	12,203.63	6.43%	63,292.47	45.65%	
Cash Advances and Deposits	36,999.99	11,099.64	14,083.73	25,900.35	233.34%	22,916.26	162.71%	
Inventory	228,473.47	240,868.86	172,707.96	(12,395.39)	-5.15%	55,765.51	32.29%	
Prepaid Expenses	209,898.99	178,689.94	238,120.70	31,209.05	17.47%	(28,221.71)	-11.85%	
Due from Operations/Foundation	18,510.76	23,499.86	19,491.76	(4,989.10)	-21.23%	(981.00)	-5.03%	
<b>Total Assets</b>	<b>2,406,956.47</b>	<b>2,261,107.92</b>	<b>2,355,473.73</b>	<b>145,848.55</b>	<b>6.45%</b>	<b>51,482.74</b>	<b>2.19%</b>	
<b>Liabilities</b>								
Accounts Payable	65,369.66	27,830.76	41,646.99	37,538.90	134.88%	23,722.67	56.96%	
Salaries and Wages Payable	39,731.02	42,746.86	33,686.03	(3,015.84)	-7.06%	6,044.99	17.95%	
Deferred Revenues	2,550.00	170.00	1,886.00	2,380.00	1400.00%	664.00	35.21%	
Deferred Revenues - Annual Meeting	255,127.00	71,670.00	330,032.00	183,457.00	255.97%	(74,905.00)	-22.70%	
Deferred Revenues-Subscriptions	50,055.00	48,473.50	50,597.50	1,581.50	3.26%	(542.50)	-1.07%	
Deferred Revenues - Memberships	413,865.77	400,712.05	404,017.22	13,153.72	3.28%	9,848.55	2.44%	
Deferred Revenues-Education	19,829.00	18,184.00	14,867.00	1,645.00	9.05%	4,962.00	33.38%	
Deferred Revenues-Sponsors	39,000.00	39,900.00	25,600.00	(900.00)	-2.26%	13,400.00	52.34%	
Deferred Revenues-Advertising	11,250.00	10,950.00	7,450.00	300.00	2.74%	3,800.00	51.01%	
Deferred Revenues-Exhibitors	49,150.00	44,650.00	75,950.00	4,500.00	10.08%	(26,800.00)	-35.29%	
Total Deferred Revenues	840,826.77	634,709.55	910,399.72	206,117.22	32.47%	(69,572.95)	-7.64%	
Due to Operations/Foundation	731,832.93	738,634.42	661,910.76	(6,801.49)	-0.92%	69,922.17	10.56%	
Deferred Rent	25,720.70	26,046.28	29,627.66	(325.58)	-1.25%	(3,906.96)	-13.19%	
<b>Total Liabilities</b>	<b>1,703,481.08</b>	<b>1,469,967.87</b>	<b>1,677,271.16</b>	<b>233,513.21</b>	<b>15.89%</b>	<b>26,209.92</b>	<b>1.56%</b>	
<b>Net Assets</b>								
Fund Balance	739,893.68	744,947.78	695,704.82	(5,054.10)	-0.68%	44,188.86	6.35%	
Net Gain or Loss	(36,418.29)	46,192.27	(17,502.25)	(82,610.56)	-178.84%	(18,916.04)	108.08%	
Total Net Assets	703,475.39	791,140.05	678,202.57	(87,664.66)	-11.08%	25,272.82	3.73%	
<b>Total Liabilities and Net Assets</b>	<b>2,406,956.47</b>	<b>2,261,107.92</b>	<b>2,355,473.73</b>	<b>145,848.55</b>	<b>6.45%</b>	<b>51,482.74</b>	<b>2.19%</b>	

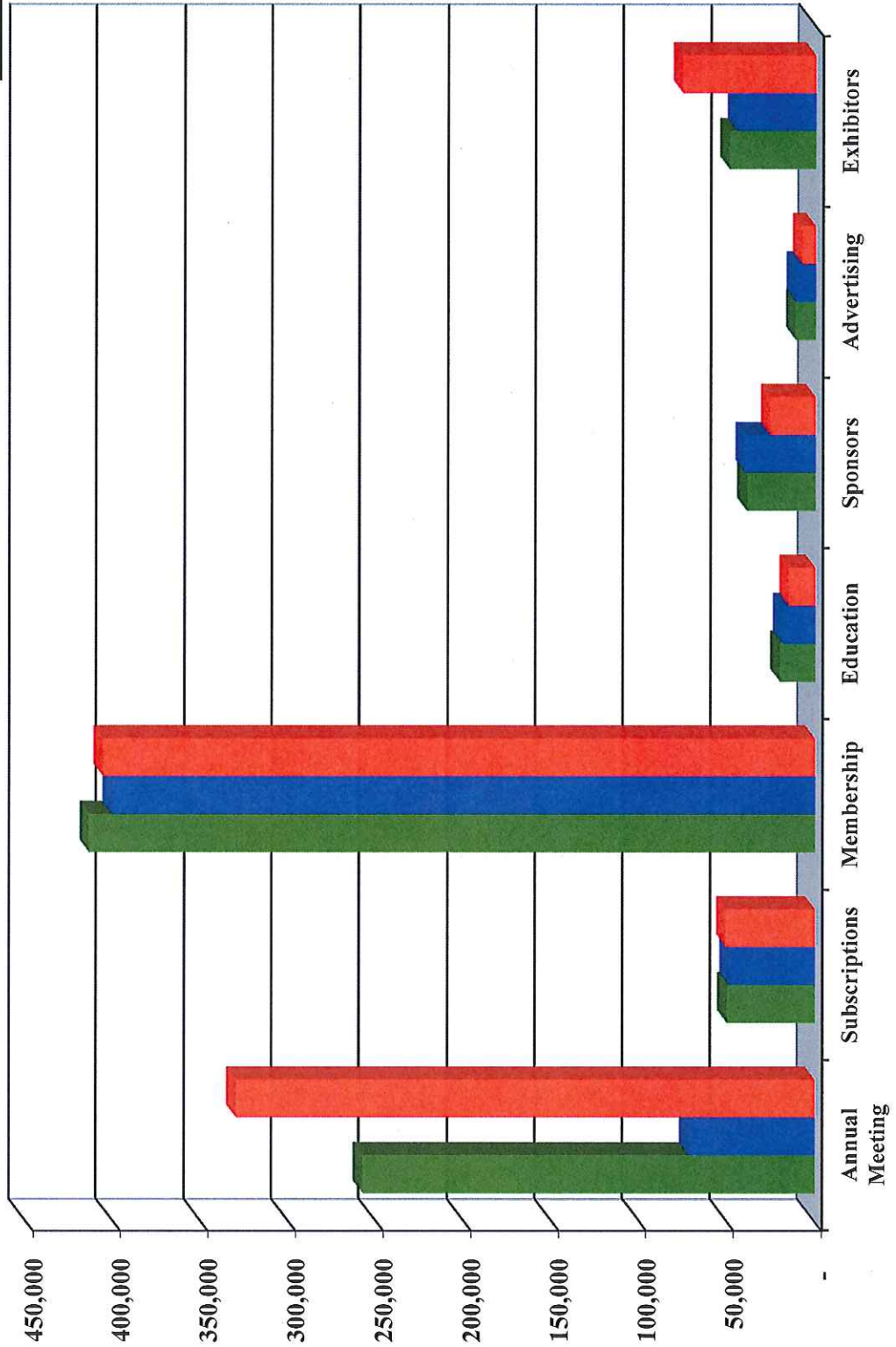
# Asset Comparison



# Liability Comparison



# Deferred Revenues Comparison



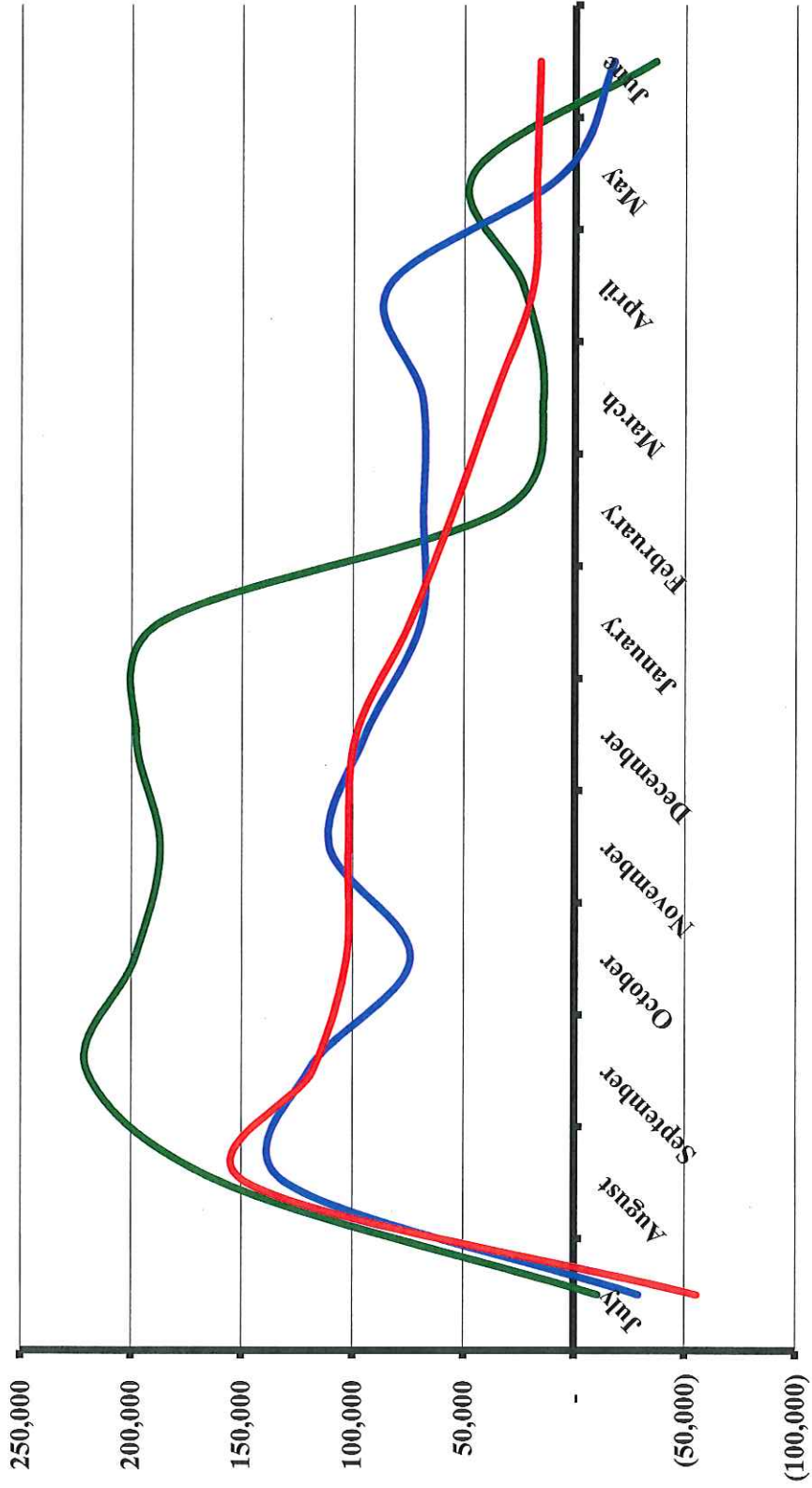
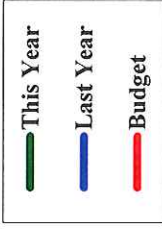


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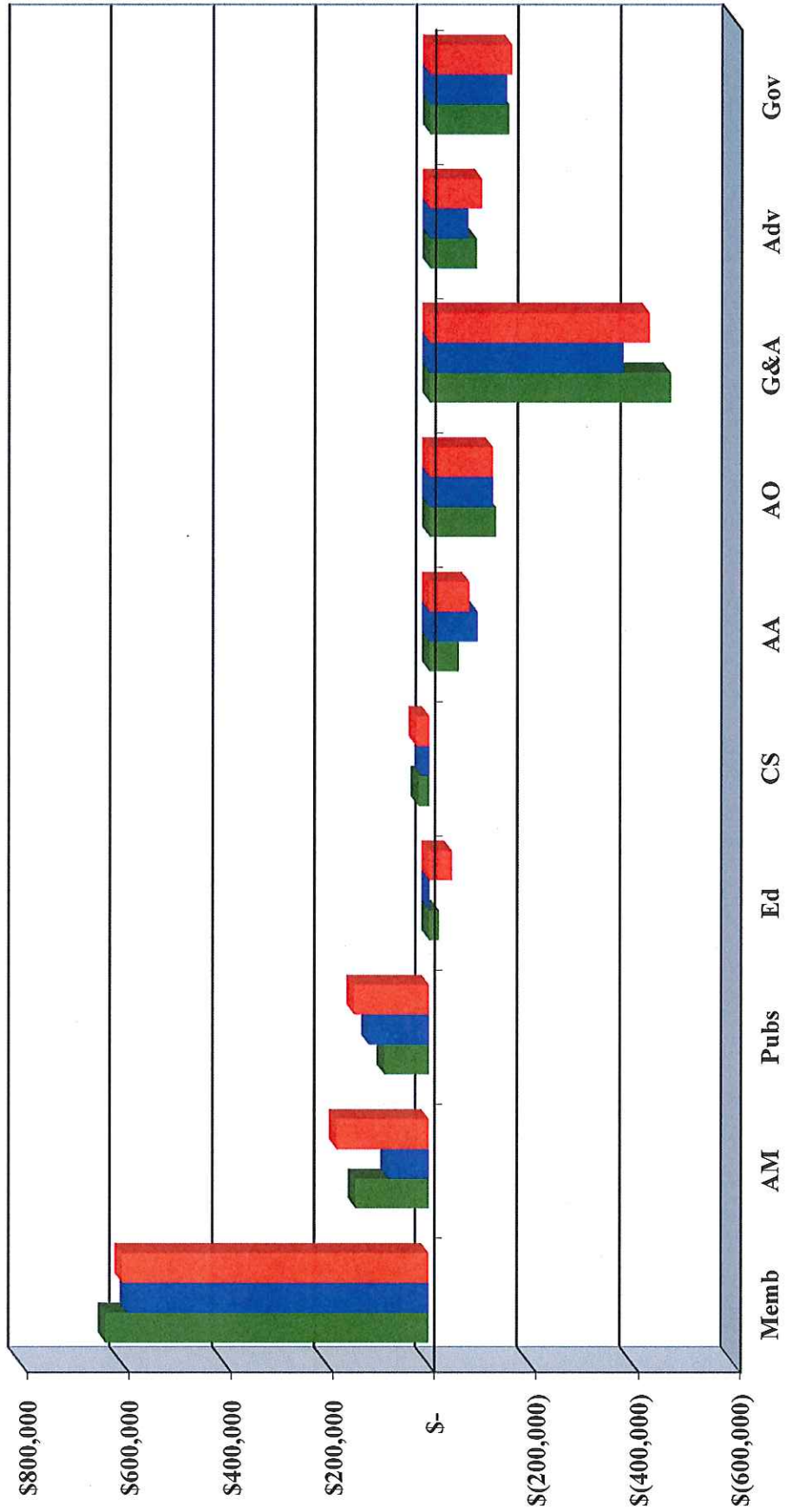
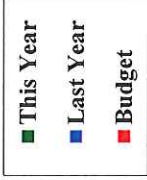
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Net Gain/(Loss)</b>							
Membership	\$634,971.68	\$592,202.56	\$602,373.70	\$42,769.12	7.22%	\$32,597.98	5.41%
Annual Meeting	144,469.13	80,400.52	182,479.33	64,068.61	79.69%	(38,010.20)	(20.83%)
Publications	88,595.60	118,514.27	147,362.41	(29,918.67)	(25.24%)	(58,766.81)	(39.88%)
Education	(19,619.45)	(419.24)	(45,106.25)	(19,200.21)	4,579.77%	25,486.80	(56.50%)
Career Services	21,592.14	14,179.14	25,693.63	7,413.00	52.28%	(4,101.49)	(15.96%)
American Archivist	(57,974.94)	(94,500.19)	(77,887.43)	36,525.25	(38.65%)	19,912.49	(25.57%)
Archival Outlook	(130,612.08)	(124,549.37)	(124,916.87)	(6,062.71)	4.87%	(5,695.21)	4.56%
General & Administrative	(471,611.89)	(378,744.40)	(430,714.23)	(92,867.49)	24.52%	(40,897.66)	9.50%
Advocacy	(91,457.84)	(74,460.08)	(102,395.65)	(16,997.76)	22.83%	10,937.81	(10.68%)
Governance	(154,770.64)	(150,125.46)	(161,010.29)	(4,645.18)	3.09%	6,239.65	(3.88%)
<b>Total Net Gain/(Loss)</b>	<b>(36,418.29)</b>	<b>(17,502.25)</b>	<b>15,878.35</b>	<b>(18,916.04)</b>	<b>108.08%</b>	<b>(52,296.64)</b>	<b>(329.36%)</b>

# SAA Cumulative Net Gain/Loss



# Net Gain Or Loss By Cost Center

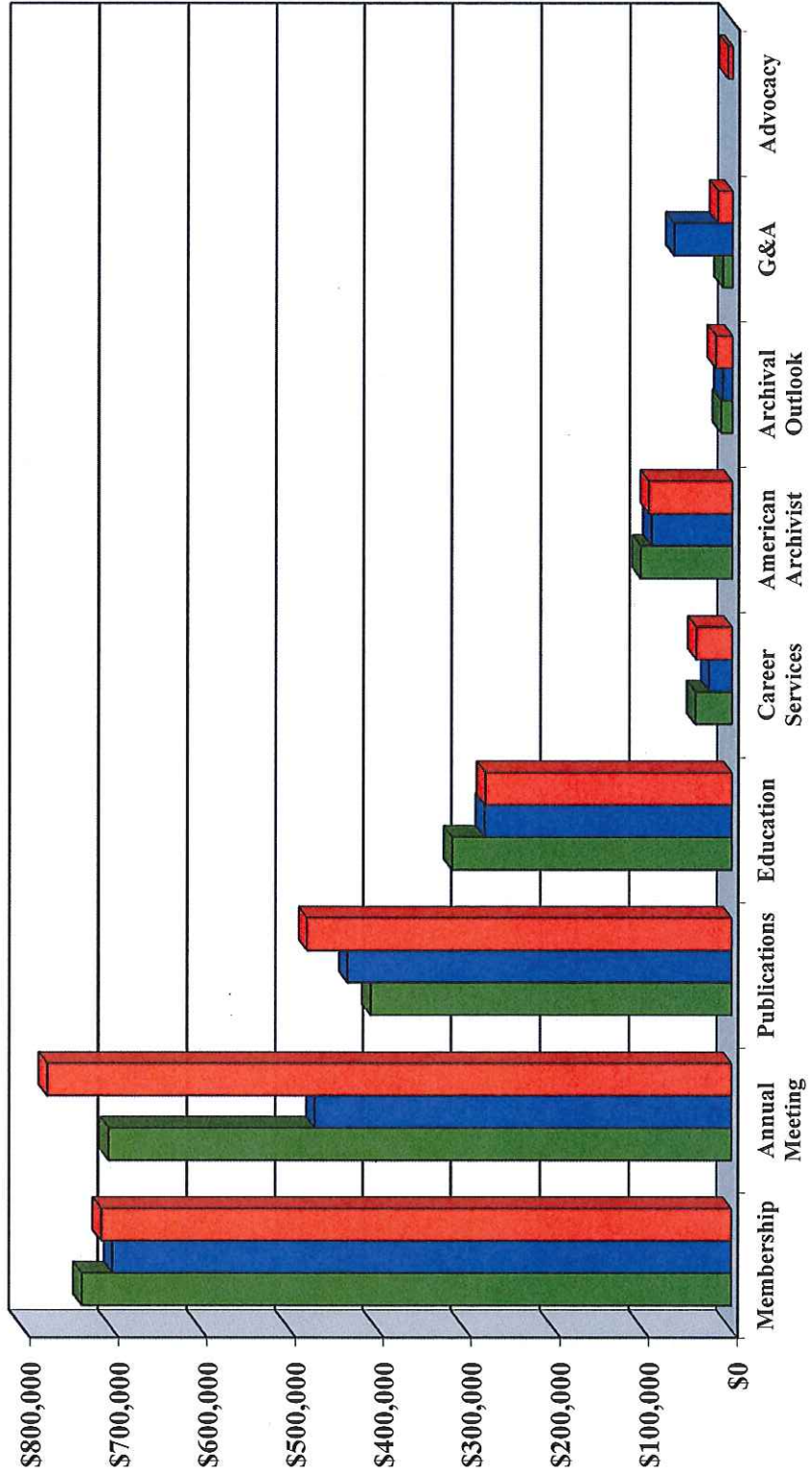
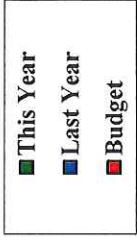


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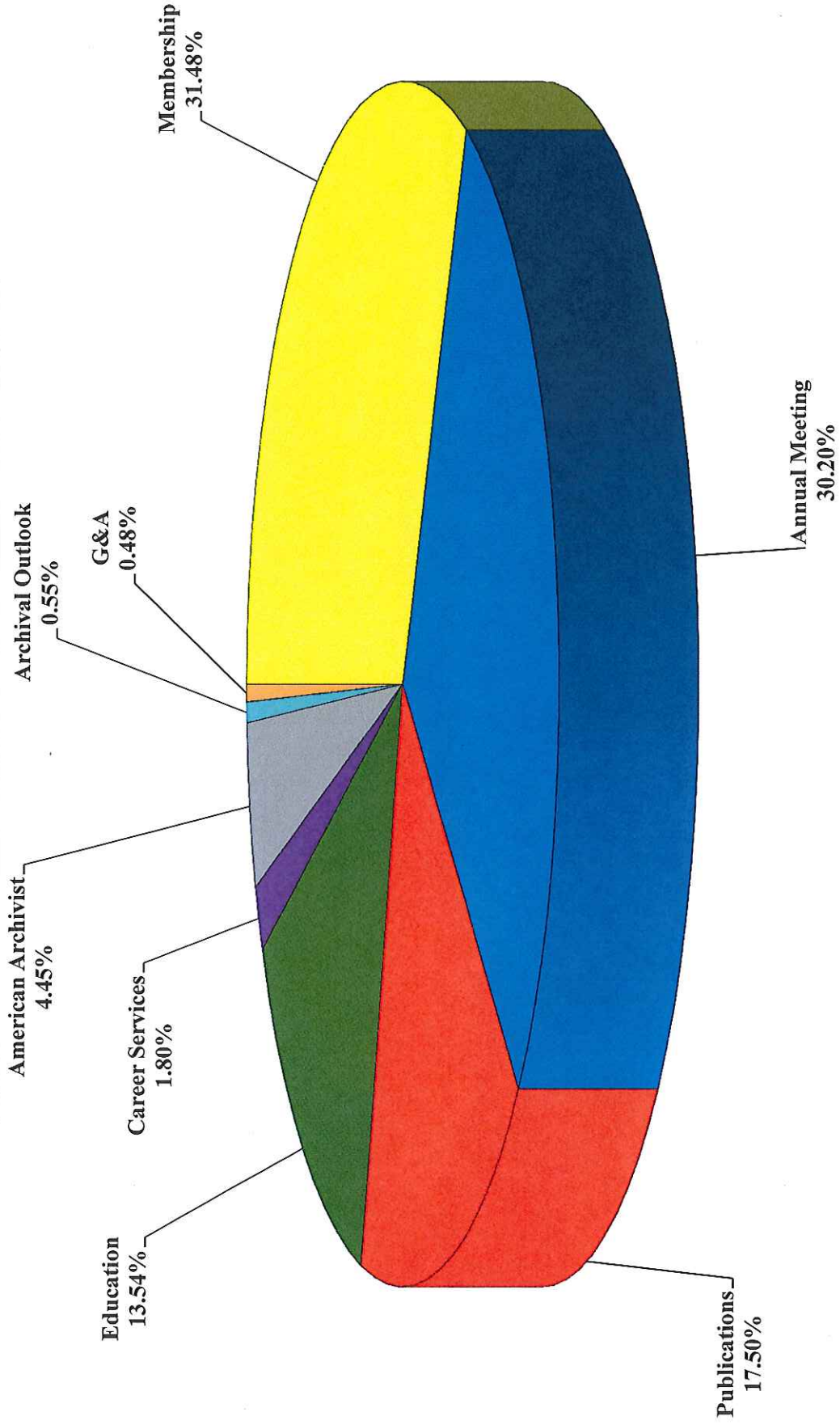
For the Twelve Months Ending June 30, 2011

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year	This Year Vs. Budget
	06/30/11	06/30/10	06/30/11	\$ Variance	% Variance
<b>Revenues</b>					
Membership	\$734,652.95	\$700,409.02	\$712,907.79	\$34,243.93	4.89%
Annual Meeting	704,905.50	471,647.00	774,179.26	233,258.50	49.46%
Publications	408,430.17	434,846.00	480,345.34	(26,415.83)	(6.07%)
Education	315,884.25	279,752.00	278,659.96	36,132.25	12.92%
Career Services	42,096.30	26,047.30	40,864.98	16,049.00	61.61%
American Archivist	103,861.53	91,474.55	94,163.60	12,386.98	13.54%
Archival Outlook	12,884.80	11,422.00	18,600.00	1,462.80	12.81%
General & Administrative	11,091.20	66,771.31	16,550.00	(55,680.11)	(83.39%)
Advocacy			5,250.00		0.00%
Governance					0.00%
<b>Total Revenues</b>	<b>2,333,806.70</b>	<b>2,082,369.18</b>	<b>2,421,520.93</b>	<b>251,437.52</b>	<b>12.07%</b>
<b>Expenses</b>					
Membership	99,681.27	108,206.46	110,534.09	(8,525.19)	(7.88%)
Annual Meeting	560,436.37	391,246.48	591,699.93	169,189.89	43.24%
Publications	319,834.57	316,331.73	332,982.93	3,502.84	1.11%
Education	335,503.70	280,171.24	323,766.21	55,332.46	19.75%
Career Services	20,504.16	11,868.16	15,171.35	8,636.00	72.77%
American Archivist	161,836.47	185,974.74	172,051.03	(24,138.27)	(12.98%)
Archival Outlook	143,496.88	135,971.37	143,516.87	7,525.51	5.53%
General & Administrative	482,703.09	445,515.71	447,264.23	37,187.38	8.35%
Advocacy	91,457.84	74,460.08	107,645.65	16,997.76	22.83%
Governance	154,770.64	150,125.46	161,010.29	4,645.18	3.09%
<b>Total Expenses</b>	<b>2,370,224.99</b>	<b>2,099,871.43</b>	<b>2,405,642.58</b>	<b>270,353.56</b>	<b>12.87%</b>
<b>Net Gain/(Loss)</b>	<b>(36,418.29)</b>	<b>(17,502.25)</b>	<b>15,878.35</b>	<b>(18,916.04)</b>	<b>108.08%</b>
				<b>(35,417.59)</b>	<b>(1.47%)</b>
				<b>(52,296.64)</b>	<b>(329.36%)</b>

# Revenues By Cost Center

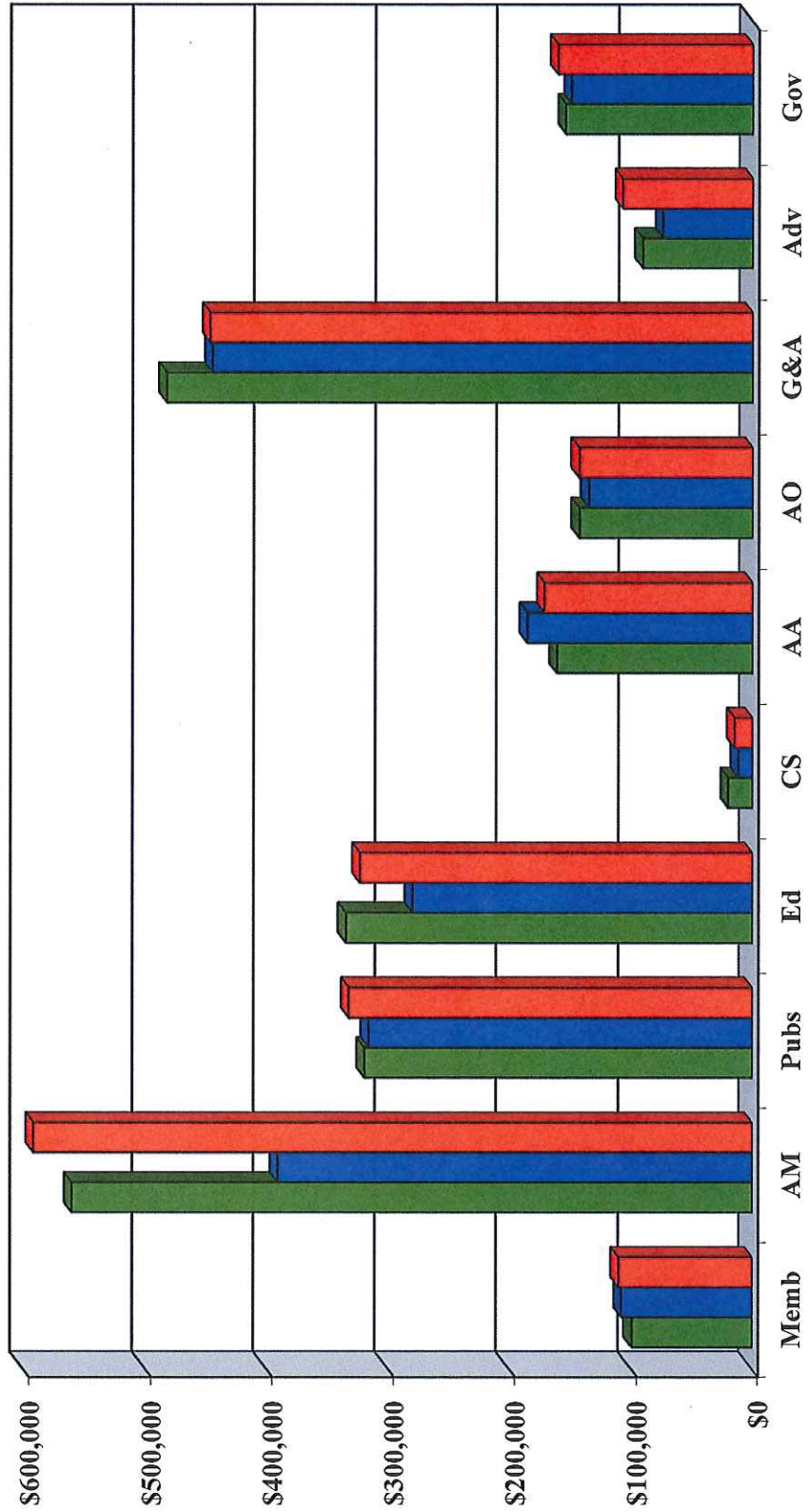
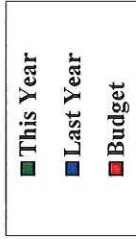


# SAA Revenues by Cost Center

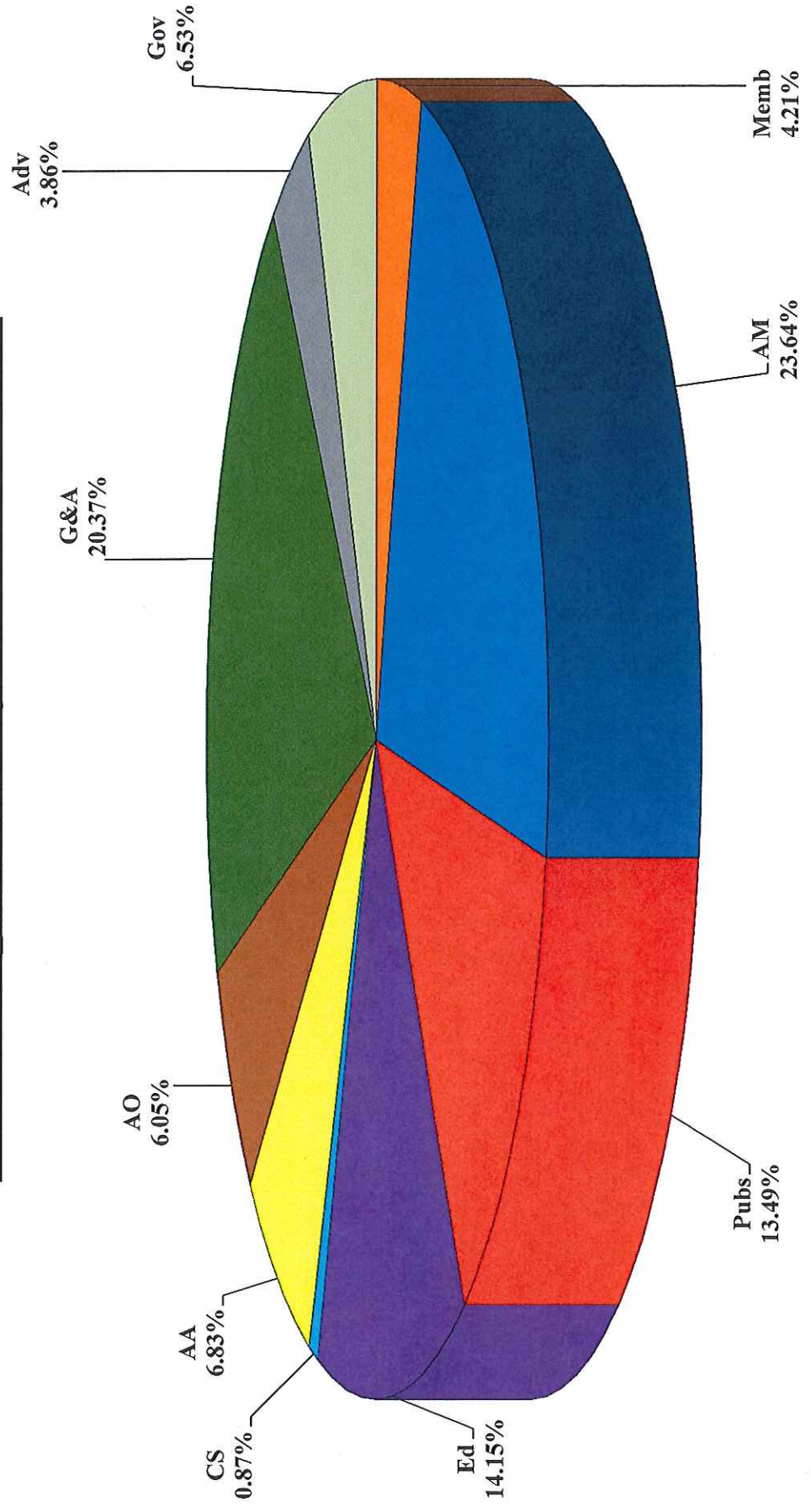




# Expenses By Cost Center



# SAA Expenses by Cost Center

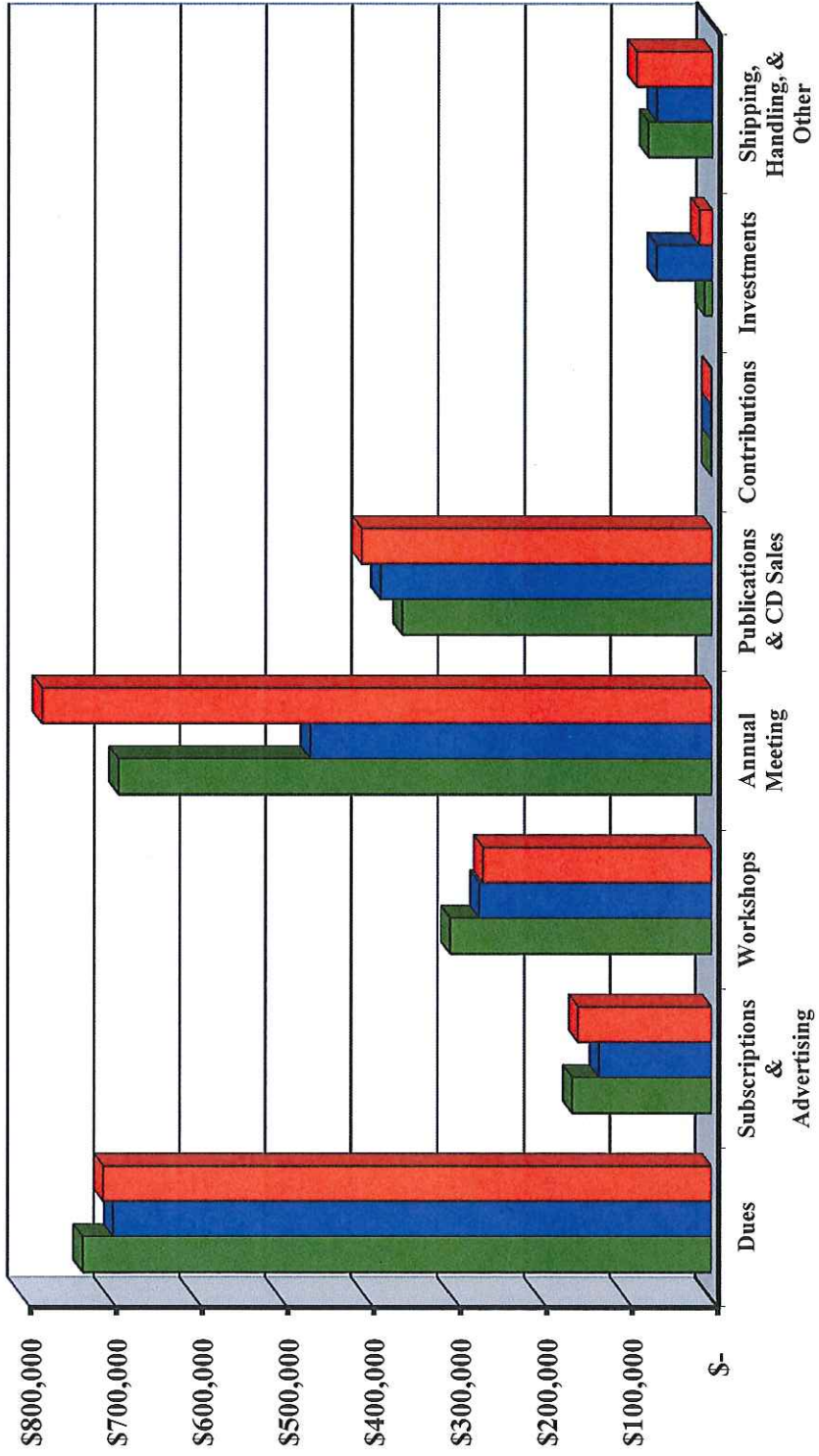
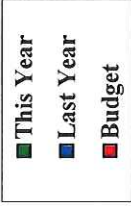




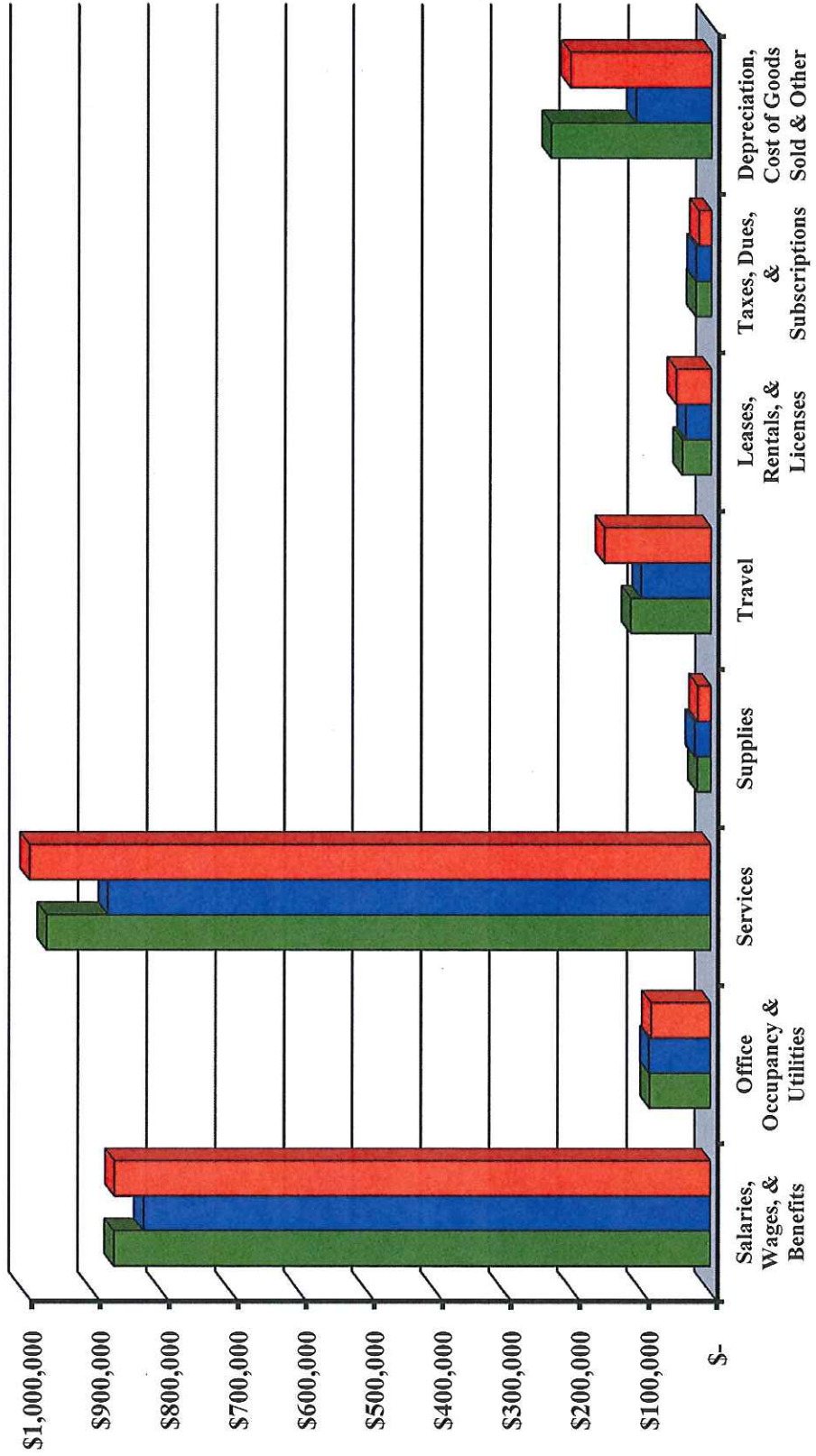
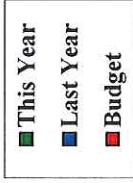
Society of American Archivists  
Consolidated Statement of Activities  
For the Twelve Months Ending June 30, 2011

	Year-To-Date	Year-To-Date	Budget	This Year Vs. Last Year		This Year Vs. Budget	
	06/30/11	06/30/10	06/30/11	\$ Variance	% Variance	\$ Variance	% Variance
<b>Income</b>							
Dues	\$731,216.95	\$696,042.02	\$707,657.79	\$35,174.93	5.05%	\$23,559.16	3.33%
Subscriptions & Advertising	163,270.05	131,785.81	156,078.54	31,484.24	23.89%	7,191.51	4.61%
Workshops	304,031.00	270,925.68	266,285.00	33,105.32	12.22%	37,746.00	14.18%
Annual Meeting	690,210.50	466,847.00	779,179.26	223,363.50	47.85%	(88,968.76)	(11.42)%
Publications & CD Sales	359,691.05	385,019.12	407,225.36	(25,328.07)	(6.58)%	(47,534.31)	(11.67)%
Contributions	1,465.00	1,509.00	1,500.00	(44.00)	(2.92)%	(35.00)	(2.33)%
Investments	9,165.81	65,032.32	15,050.00	(55,866.51)	(85.91)%	(5,884.19)	(39.10)%
Shipping, Handling, & Other	74,756.34	65,208.23	88,544.98	9,548.11	14.64%	(13,788.64)	(15.57)%
<b>Total Income</b>	<b>2,333,806.70</b>	<b>2,082,369.18</b>	<b>2,421,520.93</b>	<b>251,437.52</b>	<b>12.07%</b>	<b>(87,714.23)</b>	<b>(3.62)%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	870,127.00	827,461.53	869,512.49	42,665.47	5.16%	614.51	0.07%
Office Occupancy & Utilities	90,197.19	91,085.95	88,124.36	(888.76)	(0.98)%	2,072.83	2.35%
Services	969,287.46	879,719.79	993,747.14	89,567.67	10.18%	(24,459.68)	(2.46)%
Supplies	20,496.16	24,428.61	19,354.96	(3,932.45)	(16.10)%	1,141.20	5.90%
Travel	118,755.66	103,856.61	156,875.00	14,899.05	14.35%	(38,119.34)	(24.30)%
Leases, Rentals, & Licenses	43,160.73	37,820.23	52,055.10	5,340.50	14.12%	(8,894.37)	(17.09)%
Taxes, Dues, & Subscriptions	23,464.97	23,106.28	18,985.00	358.69	1.55%	4,479.97	23.60%
Depreciation, Cost of Goods Sold & Other	234,735.82	112,392.43	206,988.53	122,343.39	108.85%	27,747.29	13.41%
<b>Total Expenses</b>	<b>2,370,224.99</b>	<b>2,099,871.43</b>	<b>2,405,642.58</b>	<b>270,353.56</b>	<b>12.87%</b>	<b>(35,417.59)</b>	<b>(1.47)%</b>
<b>Net Gain or (Loss)</b>	<b>(36,418.29)</b>	<b>(17,502.25)</b>	<b>15,878.35</b>	<b>(18,916.04)</b>	<b>108.08%</b>	<b>(52,296.64)</b>	<b>(329.36)%</b>

# Revenue Comparison



# Expense Comparison



Society of American Archivists  
Operational Revenue Centers  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	\$731,216.95	\$696,042.02	\$707,657.79	\$35,174.93	5.05%	\$23,559.16	3.33%
Subscriptions & Advertising	55,787.55	31,762.30	46,289.94	24,025.25	75.64%	9,497.61	20.52%
Workshops	304,031.00	270,925.68	266,035.00	33,105.32	12.22%	37,996.00	14.28%
Annual Meeting	690,210.50	466,847.00	773,679.26	223,363.50	47.85%	(83,468.76)	(10.79)%
Publications & CD Sales	359,691.05	385,019.12	407,225.36	(25,328.07)	(6.58)%	(47,534.31)	(11.67)%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	65,032.12	62,105.20	86,069.98	2,926.92	4.71%	(21,037.86)	(24.44)%
<b>Total Income</b>	<b>2,205,969.17</b>	<b>1,912,701.32</b>	<b>2,286,957.33</b>	<b>293,267.85</b>	<b>15.33%</b>	<b>(80,988.16)</b>	<b>(3.54)%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	424,268.72	395,142.72	414,844.76	29,126.00	7.37%	9,423.96	2.27%
Office Occupancy & Utilities	44,422.36	43,752.46	42,020.17	669.90	1.53%	2,402.19	5.72%
Services	580,000.37	489,805.39	613,872.86	90,194.98	18.41%	(33,872.49)	(5.52)%
Supplies	15,326.60	17,481.49	14,053.97	(2,154.89)	(12.33)%	1,272.63	9.06%
Travel	76,979.03	73,952.92	104,020.00	3,026.11	4.09%	(27,040.97)	(26.00)%
Leases, Rentals, & Licenses	29,689.42	21,933.08	33,765.26	7,756.34	35.36%	(4,075.84)	(12.07)%
Taxes, Dues, & Subscriptions	969.00	1,255.33	490.00	(286.33)	(22.81)%	479.00	97.76%
Depreciation, Cost of Goods Sold & Other	164,304.57	64,500.68	151,087.49	99,803.89	154.73%	13,217.08	8.75%
<b>Total Expenses</b>	<b>1,335,960.07</b>	<b>1,107,824.07</b>	<b>1,374,154.51</b>	<b>228,136.00</b>	<b>20.59%</b>	<b>(38,194.44)</b>	<b>(2.78)%</b>
<b>Net Gain or (Loss)</b>	<b>870,009.10</b>	<b>804,877.25</b>	<b>912,802.82</b>	<b>65,131.85</b>	<b>8.09%</b>	<b>(42,793.72)</b>	<b>(4.69)%</b>

Society of American Archivists  
 Membership  
 For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	\$731,216.95	\$696,042.02	\$707,657.79	\$35,174.93	5.05%	\$23,559.16	3.33%
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%
<b>Total Income</b>	<b>734,652.95</b>	<b>700,409.02</b>	<b>712,907.79</b>	<b>34,243.93</b>	<b>(21.32%)</b>	<b>(1,814.00)</b>	<b>(34.55%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	76,357.83	81,312.91	78,561.86	(4,955.08)	(6.09%)	(2,204.03)	(2.81%)
Office Occupancy & Utilities	7,842.62	8,487.33	8,037.32	(644.71)	(7.60%)	(194.70)	(2.42%)
Services	9,541.58	8,930.17	11,401.05	611.41	6.85%	(1,859.47)	(16.31%)
Supplies	2,816.45	2,475.00	2,618.02	341.45	13.80%	198.43	7.58%
Travel	570.14	578.33	2,115.00	(8.19)	(1.42%)	(1,544.86)	(73.04%)
Leases, Rentals, & Licenses	2,108.65	2,668.44	2,905.84	(559.79)	(20.98%)	(797.19)	(27.43%)
Taxes, Dues, & Subscriptions	444.00	270.33	245.00	173.67	64.24%	199.00	81.22%
Depreciation, Cost of Goods Sold & Other		3,483.95	4,650.00	(3,483.95)	(100.00%)	(4,650.00)	(100.00%)
<b>Total Expenses</b>	<b>99,681.27</b>	<b>108,206.46</b>	<b>110,534.09</b>	<b>(8,525.19)</b>	<b>(7.88%)</b>	<b>(10,852.82)</b>	<b>(9.82%)</b>
<b>Net Gain or (Loss)</b>	<b>634,971.68</b>	<b>592,202.56</b>	<b>602,373.70</b>	<b>42,769.12</b>	<b>7.22%</b>	<b>32,597.98</b>	<b>5.41%</b>

Society of American Archivists  
Annual Meeting

For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	7,900.00	4,800.00		3,100.00	0.00%	7,900.00	0.00%
Subscriptions & Advertising Workshops					64.58%		0.00%
Annual Meeting Publications & CD Sales	690,210.50	466,847.00	772,929.26	223,363.50	47.85%	(82,718.76)	(10.70)%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,795.00		1,250.00	6,795.00	0.00%	5,545.00	443.60%
<b>Total Income</b>	<b>704,905.50</b>	<b>471,647.00</b>	<b>774,179.26</b>	<b>233,258.50</b>	<b>49.46%</b>	<b>(69,273.76)</b>	<b>(8.95)%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	135,249.47	118,407.93	121,852.75	16,841.54	14.22%	13,396.72	10.99%
Office Occupancy & Utilities	13,914.17	12,571.26	12,540.08	1,342.91	10.68%	1,374.09	10.96%
Services	346,082.44	280,720.68	401,423.74	65,361.76	23.28%	(55,341.30)	(13.79)%
Supplies	6,472.78	9,898.82	4,305.42	(3,426.04)	(34.61)%	2,167.36	50.34%
Travel	13,314.85	13,244.76	14,780.00	70.09	0.53%	(1,465.15)	(9.91)%
Leases, Rentals, & Licenses	18,188.43	8,355.43	18,503.98	9,833.00	117.68%	(315.55)	(1.71)%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	27,214.23	(51,952.40)	18,293.96	79,166.63	(152.38)%	8,920.27	48.76%
<b>Total Expenses</b>	<b>560,436.37</b>	<b>391,246.48</b>	<b>591,699.93</b>	<b>169,189.89</b>	<b>43.24%</b>	<b>(31,263.56)</b>	<b>(5.28)%</b>
<b>Net Gain or (Loss)</b>	<b>144,469.13</b>	<b>80,400.52</b>	<b>182,479.33</b>	<b>64,068.61</b>	<b>79.69%</b>	<b>(38,010.20)</b>	<b>(20.83)%</b>

Society of American Archivists  
 Annual Meeting - Austin 2009  
 For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising Workshops		4,800.00		(4,800.00)	(100.00%)		0.00%
Annual Meeting Publications & CD Sales		466,847.00		(466,847.00)	(100.00%)		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>		<b>471,647.00</b>		<b>(471,647.00)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits		36,058.98		(36,058.98)	(100.00%)		0.00%
Office Occupancy & Utilities		4,556.25		(4,556.25)	(100.00%)		0.00%
Services		192,341.32		(192,341.32)	(100.00%)		0.00%
Supplies		9,236.74		(9,236.74)	(100.00%)		0.00%
Travel		1,725.52		(1,725.52)	(100.00%)		0.00%
Leases, Rentals, & Licenses		5,405.39		(5,405.39)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other		141,922.28		(141,922.28)	(100.00%)		0.00%
<b>Total Expenses</b>		<b>391,246.48</b>		<b>(391,246.48)</b>	<b>(100.00%)</b>		<b>0.00%</b>
<b>Net Gain or (Loss)</b>		<b>80,400.52</b>		<b>(80,400.52)</b>	<b>(100.00%)</b>		<b>0.00%</b>

Society of American Archivists  
Annual Meeting - Washington 2010  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising Workshops	7,900.00			7,900.00	0.00%	7,900.00	0.00%
Annual Meeting Publications & CD Sales	690,210.50		772,929.26	690,210.50	0.00%	(82,718.76)	(10.70%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	6,795.00		1,250.00	6,795.00	0.00%	5,545.00	443.60%
<b>Total Income</b>	<b>704,905.50</b>		<b>774,179.26</b>	<b>704,905.50</b>	<b>0.00%</b>	<b>(69,273.76)</b>	<b>(8.95%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	47,137.75	79,825.40	38,909.16	(32,687.65)	(40.95%)	8,228.59	21.15%
Office Occupancy & Utilities	4,801.73	7,750.81	3,857.25	(2,949.08)	(38.05%)	944.48	24.49%
Services	288,646.87	88,243.94	335,442.48	200,402.93	227.10%	(46,795.61)	(13.95%)
Supplies	5,753.73	638.18	3,565.35	5,115.55	801.58%	2,188.38	61.38%
Travel	3,964.64	11,519.24	3,235.00	(7,554.60)	(65.58%)	729.64	22.55%
Leases, Rentals, & Licenses	15,457.62	2,873.57	15,451.04	12,584.05	437.92%	6.58	0.04%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	194,674.03	(190,851.14)	191,239.65	385,525.17	(202.00%)	3,434.38	1.80%
<b>Total Expenses</b>	<b>560,436.37</b>		<b>591,699.93</b>	<b>560,436.37</b>	<b>0.00%</b>	<b>(31,263.56)</b>	<b>(5.28%)</b>
<b>Net Gain or (Loss)</b>	<b>144,469.13</b>		<b>182,479.33</b>	<b>144,469.13</b>	<b>0.00%</b>	<b>(38,010.20)</b>	<b>(20.83%)</b>



Society of American Archivists  
Annual Meeting - Chicago 2011  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
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%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	86,674.21	2,523.55	80,464.00	84,150.66	3,334.61%	6,210.21	7.72%
Office Occupancy & Utilities	8,962.38	264.20	8,336.70	8,698.18	3,292.27%	625.68	7.51%
Services	57,344.93	135.42	61,684.07	57,209.51	42,245.98%	(4,339.14)	(7.03%)
Supplies	707.98	23.90	707.45	684.08	2,862.26%	0.53	0.07%
Travel	9,350.21		11,045.00	9,350.21	0.00%	(1,694.79)	(15.34%)
Leases, Rentals, & Licenses	2,692.92	76.47	2,960.61	2,616.45	3,421.54%	(267.69)	(9.04%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(165,732.63)	(3,023.54)	(165,197.81)	(162,709.09)	5,381.41%	(534.82)	0.32%
<b>Total Expenses</b>			<b>0.02</b>		<b>0.00%</b>	<b>(0.02)</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>(0.02)</b>		<b>0.00%</b>	<b>0.02</b>	<b>(100.00%)</b>

Society of American Archivists  
Annual Meeting - San Diego 2012  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	1,437.51		2,479.59	1,437.51	0.00%	(1,042.08)	(42.03%)
Office Occupancy & Utilities	150.06		346.13	150.06	0.00%	(196.07)	(56.65%)
Services	90.64		4,297.19	90.64	0.00%	(4,206.55)	(97.89%)
Supplies	11.07		32.62	11.07	0.00%	(21.55)	(66.06%)
Travel			500.00		0.00%	(500.00)	(100.00%)
Leases, Rentals, & Licenses	37.89		92.33	37.89	0.00%	(54.44)	(58.96%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(1,727.17)		(7,747.88)	(1,727.17)	0.00%	6,020.71	(77.71%)
<b>Total Expenses</b>			<b>(0.02)</b>		<b>0.00%</b>	<b>0.02</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>0.02</b>		<b>0.00%</b>	<b>(0.02)</b>	<b>(100.00%)</b>

Society of American Archivists  
Publications

For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising Workshops					0.00%		0.00%
Annual Meeting			750.00		0.00%	(750.00)	(100.00%)
Publications & CD Sales	353,629.05	378,164.12	400,025.36	(24,535.07)	(6.49%)	(46,396.31)	(11.60%)
Contributions					0.00%		0.00%
Investments	54,801.12	56,681.88	79,569.98	(1,880.76)	(3.32%)	(24,768.86)	(31.13%)
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>	<b>408,430.17</b>	<b>434,846.00</b>	<b>480,345.34</b>	<b>(26,415.83)</b>	<b>(6.07%)</b>	<b>(71,915.17)</b>	<b>(14.97%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	71,232.18	67,948.46	86,146.47	3,283.72	4.83%	(14,914.29)	(17.31%)
Office Occupancy & Utilities	8,282.22	9,266.60	8,603.31	(984.38)	(10.62%)	(321.09)	(3.73%)
Services	103,833.42	120,490.85	112,606.24	(16,657.43)	(13.82%)	(8,772.82)	(7.79%)
Supplies	2,951.22	2,787.29	3,936.03	163.93	5.88%	(984.81)	(25.02%)
Travel	6,447.88	3,367.36	11,400.00	3,080.52	91.48%	(4,952.12)	(43.44%)
Leases, Rentals, & Licenses	5,485.79	6,076.19	6,062.35	(590.40)	(9.72%)	(576.56)	(9.51%)
Taxes, Dues, & Subscriptions	280.00	740.00		(460.00)	(62.16%)	280.00	0.00%
Depreciation, Cost of Goods Sold & Other	121,321.86	105,654.98	104,228.53	15,666.88	14.83%	17,093.33	16.40%
<b>Total Expenses</b>	<b>319,834.57</b>	<b>316,331.73</b>	<b>332,982.93</b>	<b>3,502.84</b>	<b>1.11%</b>	<b>(13,148.36)</b>	<b>(3.95%)</b>
<b>Net Gain or (Loss)</b>	<b>88,595.60</b>	<b>118,514.27</b>	<b>147,362.41</b>	<b>(29,918.67)</b>	<b>(25.24%)</b>	<b>(58,766.81)</b>	<b>(39.88%)</b>

Society of American Archivists  
Education

For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	5,791.25	915.00	5,424.96	4,876.25	0.00%	366.29	0.00%
Subscriptions & Advertising	304,031.00	270,925.68	266,035.00	33,105.32	532.92%	37,996.00	6.75%
Workshops					12.22%		14.28%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	6,062.00	6,855.00	7,200.00	(793.00)	(11.57%)	(1,138.00)	(15.81%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>	<b>315,884.25</b>	<b>279,752.00</b>	<b>278,659.96</b>	<b>36,132.25</b>	<b>(100.00%)</b>	<b>37,224.29</b>	<b>13.36%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	137,432.01	125,099.20	125,934.54	12,332.81	9.86%	11,497.47	9.13%
Office Occupancy & Utilities	13,978.39	13,176.65	12,604.89	801.74	6.08%	1,373.50	10.90%
Services	104,581.84	70,730.54	76,619.85	33,851.30	47.86%	27,961.99	36.49%
Supplies	3,056.31	2,290.33	3,165.99	765.98	33.44%	(109.68)	(3.46%)
Travel	56,646.16	56,762.47	75,725.00	(116.31)	(0.20%)	(19,078.84)	(25.19%)
Leases, Rentals, & Licenses	3,795.51	4,552.90	5,555.94	(757.39)	(16.64%)	(1,760.43)	(31.69%)
Taxes, Dues, & Subscriptions	245.00	245.00	245.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	15,768.48	7,314.15	23,915.00	8,454.33	115.59%	(8,146.52)	(34.06%)
<b>Total Expenses</b>	<b>335,503.70</b>	<b>280,171.24</b>	<b>323,766.21</b>	<b>55,332.46</b>	<b>19.75%</b>	<b>11,737.49</b>	<b>3.63%</b>
<b>Net Gain or (Loss)</b>	<b>(19,619.45)</b>	<b>(419.24)</b>	<b>(45,106.25)</b>	<b>(19,200.21)</b>	<b>4,579.77%</b>	<b>25,486.80</b>	<b>(56.50%)</b>

Society of American Archivists  
Career Services  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	42,096.30	26,047.30	40,864.98	16,049.00	0.00%	1,231.32	0.00%
Subscriptions & Advertising Workshops					61.61%		3.01%
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%
<b>Total Income</b>	<b>42,096.30</b>	<b>26,047.30</b>	<b>40,864.98</b>	<b>16,049.00</b>	<b>61.61%</b>	<b>1,231.32</b>	<b>3.01%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	3,997.23	2,374.22	2,349.14	1,623.01	68.36%	1,648.09	70.16%
Office Occupancy & Utilities	404.96	250.62	234.57	154.34	61.58%	170.39	72.64%
Services	15,961.09	8,933.15	11,821.98	7,027.94	78.67%	4,139.11	35.01%
Supplies	29.84	30.05	28.51	(0.21)	(0.70%)	1.33	4.67%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	111.04	280.12	737.15	(169.08)	(60.36%)	(626.11)	(84.94%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>20,504.16</b>	<b>11,868.16</b>	<b>15,171.35</b>	<b>8,636.00</b>	<b>72.77%</b>	<b>5,332.81</b>	<b>35.15%</b>
<b>Net Gain or (Loss)</b>	<b>21,592.14</b>	<b>14,179.14</b>	<b>25,693.63</b>	<b>7,413.00</b>	<b>52.28%</b>	<b>(4,101.49)</b>	<b>(15.96%)</b>

Society of American Archivists  
Periodicals (AA & AO)  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	107,482.50	100,023.51	109,788.60	7,458.99	0.00%	(2,306.10)	0.00%
Subscriptions & Advertising Workshops					7.46%		(2.10%)
Annual Meeting			500.00		0.00%	(500.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>	<b>9,263.83</b>	<b>2,873.04</b>	<b>2,475.00</b>	<b>6,390.79</b>	<b>222.44%</b>	<b>6,788.83</b>	<b>274.30%</b>
	<b>116,746.33</b>	<b>102,896.55</b>	<b>112,763.60</b>	<b>13,849.78</b>	<b>13.46%</b>	<b>3,982.73</b>	<b>3.53%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	89,402.95	96,019.78	108,328.41	(6,616.83)	(6.89%)	(18,925.46)	(17.47%)
Office Occupancy & Utilities	9,100.17	10,375.14	10,944.13	(1,274.97)	(12.29%)	(1,843.96)	(16.85%)
Services	198,526.34	206,944.49	187,901.57	(8,418.15)	(4.07%)	10,624.77	5.65%
Supplies	936.24	1,887.62	1,417.87	(951.38)	(50.40%)	(481.63)	(33.97%)
Travel	4,363.82	3,067.10	2,130.00	1,296.72	42.28%	2,233.82	104.87%
Leases, Rentals, & Licenses	2,508.83	3,577.08	4,550.92	(1,068.25)	(29.86%)	(2,042.09)	(44.87%)
Taxes, Dues, & Subscriptions	495.00	74.90	295.00	420.10	560.88%	200.00	67.80%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>305,333.35</b>	<b>321,946.11</b>	<b>315,567.90</b>	<b>(16,612.76)</b>	<b>(5.16%)</b>	<b>(10,234.55)</b>	<b>(3.24%)</b>
<b>Net Gain or (Loss)</b>	<b>(188,587.02)</b>	<b>(219,049.56)</b>	<b>(202,804.30)</b>	<b>30,462.54</b>	<b>(13.91%)</b>	<b>14,217.28</b>	<b>(7.01%)</b>

Society of American Archivists  
American Archivist

For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	98,379.50	90,781.51	93,288.60	7,597.99	0.00%	5,090.90	0.00%
Subscriptions & Advertising Workshops					8.37%		5.46%
Annual Meeting			500.00		0.00%	(500.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	5,482.03	693.04	375.00	4,788.99	691.01%	5,107.03	1,361.87%
<b>Total Income</b>	<b>103,861.53</b>	<b>91,474.55</b>	<b>94,163.60</b>	<b>12,386.98</b>	<b>13.54%</b>	<b>9,697.93</b>	<b>10.30%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	35,450.26	49,345.96	51,103.44	(13,895.70)	(28.16%)	(15,653.18)	(30.63%)
Office Occupancy & Utilities	3,613.95	5,779.52	5,211.09	(2,165.57)	(37.47%)	(1,597.14)	(30.65%)
Services	117,230.84	124,806.75	110,531.86	(7,575.91)	(6.07%)	6,698.98	6.06%
Supplies	341.24	933.24	746.75	(592.00)	(63.43%)	(405.51)	(54.30%)
Travel	4,192.32	3,067.10	2,030.00	1,125.22	36.69%	2,162.32	106.52%
Leases, Rentals, & Licenses	1,007.86	2,002.27	2,427.89	(994.41)	(49.66%)	(1,420.03)	(58.49%)
Taxes, Dues, & Subscriptions		39.90		(39.90)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>161,836.47</b>	<b>185,974.74</b>	<b>172,051.03</b>	<b>(24,138.27)</b>	<b>(12.98%)</b>	<b>(10,214.56)</b>	<b>(5.94%)</b>
<b>Net Gain or (Loss)</b>	<b>(57,974.94)</b>	<b>(94,500.19)</b>	<b>(77,887.43)</b>	<b>36,525.25</b>	<b>(38.65%)</b>	<b>19,912.49</b>	<b>(25.57%)</b>

Society of American Archivists  
Archival Outlook  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	9,103.00	9,242.00	16,500.00	(139.00)	0.00%	(7,397.00)	0.00%
Subscriptions & Advertising Workshops					(1.50%)		(44.83%)
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	3,781.80	2,180.00	2,100.00	1,601.80	73.48%	1,681.80	80.09%
<b>Total Income</b>	<b>12,884.80</b>	<b>11,422.00</b>	<b>18,600.00</b>	<b>1,462.80</b>	<b>12.81%</b>	<b>(5,715.20)</b>	<b>(30.73%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	53,952.69	46,673.82	57,224.97	7,278.87	15.60%	(3,272.28)	(5.72%)
Office Occupancy & Utilities	5,486.22	4,595.62	5,733.04	890.60	19.38%	(246.82)	(4.31%)
Services	81,295.50	82,137.74	77,369.71	(842.24)	(1.03%)	3,925.79	5.07%
Supplies	595.00	954.38	671.12	(359.38)	(37.66%)	(76.12)	(11.34%)
Travel	171.50		100.00	171.50	0.00%	71.50	71.50%
Leases, Rentals, & Licenses	1,500.97	1,574.81	2,123.03	(73.84)	(4.69%)	(622.06)	(29.30%)
Taxes, Dues, & Subscriptions	495.00	35.00	295.00	460.00	1,314.29%	200.00	67.80%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>143,496.88</b>	<b>135,971.37</b>	<b>143,516.87</b>	<b>7,525.51</b>	<b>5.53%</b>	<b>(19.99)</b>	<b>(0.01%)</b>
<b>Net Gain or (Loss)</b>	<b>(130,612.08)</b>	<b>(124,549.37)</b>	<b>(124,916.87)</b>	<b>(6,062.71)</b>	<b>4.87%</b>	<b>(5,695.21)</b>	<b>4.56%</b>



Society of American Archivists  
Operational Expense Centers  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	1,465.00	1,509.00	1,500.00	(44.00)	(2.92%)	(35.00)	(2.33%)
Subscriptions & Advertising	9,165.81	65,032.32	15,050.00	(55,866.51)	(85.91%)	(5,884.19)	(39.10%)
Workshops	460.39	229.99	5,000.00	230.40	100.18%	460.39	0.00%
Annual Meeting			250.00		0.00%	(250.00)	0.00%
Publications & CD Sales			5,000.00		0.00%	(5,000.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					(2.92%)		(2.33%)
Shipping, Handling, & Other					(85.91%)		(39.10%)
<b>Total Income</b>	<b>11,091.20</b>	<b>66,771.31</b>	<b>21,800.00</b>	<b>(55,680.11)</b>	<b>(83.39%)</b>	<b>(10,708.80)</b>	<b>(49.12%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	356,455.33	336,299.03	346,339.32	20,156.30	5.99%	10,116.01	2.92%
Office Occupancy & Utilities	36,674.66	36,958.35	35,160.06	(283.69)	(0.77%)	1,514.60	4.31%
Services	190,760.75	182,969.91	191,972.71	7,790.84	4.26%	(1,211.96)	(0.63%)
Supplies	4,233.32	5,059.50	3,883.12	(826.18)	(16.33%)	350.20	9.02%
Travel	37,412.81	26,836.59	50,725.00	10,576.22	39.41%	(13,312.19)	(26.24%)
Leases, Rentals, & Licenses	10,962.48	12,310.07	13,738.92	(1,347.59)	(10.95%)	(2,776.44)	(20.21%)
Taxes, Dues, & Subscriptions	22,000.97	21,776.05	18,200.00	224.92	1.03%	3,800.97	20.88%
Depreciation, Cost of Goods Sold & Other	70,431.25	47,891.75	55,901.04	22,539.50	47.06%	14,530.21	25.99%
<b>Total Expenses</b>	<b>728,931.57</b>	<b>670,101.25</b>	<b>715,920.17</b>	<b>58,830.32</b>	<b>8.78%</b>	<b>13,011.40</b>	<b>1.82%</b>
<b>Net Gain or (Loss)</b>	<b>(717,840.37)</b>	<b>(603,329.94)</b>	<b>(694,120.17)</b>	<b>(114,510.43)</b>	<b>18.98%</b>	<b>(23,720.20)</b>	<b>3.42%</b>

Society of American Archivists  
General & Administrative  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues	1,465.00	1,509.00	1,500.00	(44.00)	(2.92%)	(35.00)	0.00%
Subscriptions & Advertising Workshops	9,165.81	65,032.32	15,050.00	(55,866.51)	(85.91%)	(5,884.19)	0.00%
Annual Meeting Publications & CD Sales	460.39	229.99		230.40	100.18%	460.39	0.00%
Contributions							0.00%
Investments							(2.33%)
Shipping, Handling, & Other							(39.10%)
<b>Total Income</b>	<b>11,091.20</b>	<b>66,771.31</b>	<b>16,550.00</b>	<b>(55,680.11)</b>	<b>(83.39%)</b>	<b>(5,458.80)</b>	<b>(32.98%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	225,901.26	220,407.10	226,150.59	5,494.16	2.49%	(249.33)	(0.11%)
Office Occupancy & Utilities	22,633.92	22,332.30	22,657.07	301.62	1.35%	(23.15)	(0.10%)
Services	143,122.74	134,389.20	120,950.95	8,733.54	6.50%	22,171.79	18.33%
Supplies	3,064.91	3,629.60	2,647.08	(564.69)	(15.56%)	417.83	15.78%
Travel	5,419.83	2,798.18	8,675.00	2,621.65	93.69%	(3,255.17)	(37.52%)
Leases, Rentals, & Licenses	7,032.18	8,355.58	9,302.50	(1,323.40)	(15.84%)	(2,270.32)	(24.41%)
Taxes, Dues, & Subscriptions	5,097.00	5,712.00	980.00	(615.00)	(10.77%)	4,117.00	420.10%
Depreciation, Cost of Goods Sold & Other	70,431.25	47,891.75	55,901.04	22,539.50	47.06%	14,530.21	25.99%
<b>Total Expenses</b>	<b>482,703.09</b>	<b>445,515.71</b>	<b>447,264.23</b>	<b>37,187.38</b>	<b>8.35%</b>	<b>35,438.86</b>	<b>7.92%</b>
<b>Net Gain or (Loss)</b>	<b>(471,611.89)</b>	<b>(378,744.40)</b>	<b>(430,714.23)</b>	<b>(92,867.49)</b>	<b>24.52%</b>	<b>(40,897.66)</b>	<b>9.50%</b>

Society of American Archivists  
Advocacy  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising Workshops			250.00		0.00%	(250.00)	0.00%
Annual Meeting			5,000.00		0.00%	(5,000.00)	(100.00%)
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
<b>Total Income</b>			<b>5,250.00</b>		<b>0.00%</b>	<b>(5,250.00)</b>	<b>(100.00%)</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	51,648.88	44,164.79	47,861.84	7,484.09	16.95%	3,787.04	7.91%
Office Occupancy & Utilities	5,205.25	4,577.95	5,028.02	627.30	13.70%	177.23	3.52%
Services	18,279.57	6,940.68	29,824.66	11,338.89	163.37%	(11,545.09)	(38.71%)
Supplies	417.81	487.11	517.39	(69.30)	(14.23%)	(99.58)	(19.25%)
Travel	1,664.63	4,142.43	10,145.00	(2,477.80)	(59.82%)	(8,480.37)	(83.59%)
Leases, Rentals, & Licenses	1,461.90	1,467.57	1,768.74	(5.67)	(0.39%)	(306.84)	(17.35%)
Taxes, Dues, & Subscriptions	12,779.80	12,679.55	12,500.00	100.25	0.79%	279.80	2.24%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>91,457.84</b>	<b>74,460.08</b>	<b>107,645.65</b>	<b>16,997.76</b>	<b>22.83%</b>	<b>(16,187.81)</b>	<b>(15.04%)</b>
<b>Net Gain or (Loss)</b>	<b>(91,457.84)</b>	<b>(74,460.08)</b>	<b>(102,395.65)</b>	<b>(16,997.76)</b>	<b>22.83%</b>	<b>10,937.81</b>	<b>(10.68%)</b>

Society of American Archivists  
Governance  
For the Twelve Months Ending June 30, 2011

	Year-To-Date 06/30/11	Year-To-Date 06/30/10	Budget 06/30/11	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
<b>Income</b>							
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%
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	78,905.19	71,727.14	72,326.89	7,178.05	10.01%	6,578.30	9.10%
Office Occupancy & Utilities	8,835.49	10,048.10	7,474.97	(1,212.61)	(12.07%)	1,360.52	18.20%
Services	29,358.44	41,640.03	41,197.10	(12,281.59)	(29.49%)	(11,838.66)	(28.74%)
Supplies	750.60	942.79	718.65	(192.19)	(20.39%)	31.95	4.45%
Travel	30,328.35	19,895.98	31,905.00	10,432.37	52.43%	(1,576.65)	(4.94%)
Leases, Rentals, & Licenses	2,468.40	2,486.92	2,667.68	(18.52)	(0.74%)	(199.28)	(7.47%)
Taxes, Dues, & Subscriptions	4,124.17	3,384.50	4,720.00	739.67	21.85%	(595.83)	(12.62%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<b>154,770.64</b>	<b>150,125.46</b>	<b>161,010.29</b>	<b>4,645.18</b>	<b>3.09%</b>	<b>(6,239.65)</b>	<b>(3.88%)</b>
<b>Net Gain or (Loss)</b>	<b>(154,770.64)</b>	<b>(150,125.46)</b>	<b>(161,010.29)</b>	<b>(4,645.18)</b>	<b>3.09%</b>	<b>6,239.65</b>	<b>(3.88%)</b>