

**Society of American Archivists  
Council Meeting  
May 17, 2021  
Virtual Meeting**

**February 2021 Year-to-Date Financial Statements (FY 2021)  
(Prepared by Amy Fitch and Peter Carlson)**

**Overview**

For the month ending February 28, 2021, SAA posted a net gain of \$89,396 This is a *favorable* variance of \$150,420, as the *budgeted loss* for January was \$61,024.

Total revenues as of February 28 were lower than last year by \$387,525 ( 19.81%) and better than budget by \$56,076 (3.71%). Total expenses were lower than last year and budget by \$605,169 (29.04%) and \$94,344 (6%), respectively. The large variances with last year reflect 1) the fact that the 2019 Annual Meeting was an in-person event, while the 2020 Annual Meeting was virtual and 2) savings for postage and travel throughout the organization.

**Balance Sheet**

Cash and Investments balances were higher than last year by \$135,389 (8.91%) and total deferred revenues were \$119,350 (14.53%) lower than last year. The lower deferred revenue reflects the delay in earning *American Archivist* revenue last year, and that will persist through May (last year's month of publication of the Fall issue), as well as the absence of Exhibitor revenues. Our Cash and Investments balance has stayed strong and continues to exceed our balance for the same period in FY 2020.

**Income Statement**

For the month ending February 28, 2021, SAA posted a net gain of \$89,396. This net gain is better than last year and budget by \$217,644 (169.71%) and \$150,420 (246.49%), respectively. Total revenues for February 2021 were lower than last year by \$387,525 (19.81%) and higher than budget by \$56,076 (3.71%). Total expenses were lower than last year and budget by \$605,169 (29.04%) and \$94,344 (6%), respectively.

Specific points of interest are as follows:

- **Membership:** From January 31, 2020, through February 28, 2021, overall membership (including 147 Complimentary memberships) increased by 10 (0.17%), and dues revenue was *lower* than last year by \$24,488 (3.58%) and *better than budget* by \$34,301 (5.49%). Membership's net gain for February was \$31,383 (5.39%) lower than last year and better than budget by \$47,995 (9.55%). Membership deferred revenues in February were \$27,900

(4.88%) lower than last year. The rate of decline in deferred revenue slowed slightly in February.

- **Annual Meeting:** As of February 28, the 2020 Joint Annual Meeting showed a net gain of \$138,356, well ahead of the budgeted estimate of \$41,843 (230.65%). We budgeted for attendance of 2,000 and actual registrations exceeded 2,400. Revenues for AM 2020 exceeded budget by \$99,054 (28.92%); expenses were \$2,666 (0.90%) higher than budget.
- **Publications:** Publications showed a net loss of \$58,699 on February 28, smaller than last year's net loss by \$9,383 (13.78%) and better than budget estimates by \$5,426 (8.46%). Total revenue as of February 28 was lower than last year and budget by \$42,449 (21.63%) and \$46,490 (23.21%), respectively. Expenses as of February 28 were lower than last year and budget by \$51,831 (19.61%) and \$51,916 (19.63%), respectively. E-publications revenue has offset lagging print publication sales, exceeding budget targets as of February close.
- **Education:** Education posted a net gain of \$14,609 for the period ending February 28. This performance is \$68,803 (126.96%) better than last year but \$31,306 (68.18%) short of budget. Total revenues fell short of budget estimates by \$49,403 (19.57%) and expenses were under budget by \$18,097 (8.76%). This reflects a slowing in on-demand sales and a later start to the schedule of live online courses. Although expenses for the development of the Management Track are underwritten by the \$25,000 NHPRC cooperative agreement, enrollment in these courses has not met expectations. As the pandemic continues, *Education continues to face challenges in identifying instructors with the time and energy to teach online courses*. Spring course offerings have been filling to capacity, and courses have been added to respond to demand, so we are expecting to close the gap on budget performance before the end of FY21.
- **Career Services:** As of February 28, Career Services posted a net gain of \$18,162, which is \$11,541 (38.86%) lower than last year and \$14,169 (354.9%) better than budget. Revenues are lower than last year by \$24,442 (45.9%) and higher than budget by \$20,192 (234.39%). While the COVID-19 pandemic has had a devastating impact on the job market, professional hiring for archives positions has begun to recover. Our Career Center budget estimates for FY21 assumed a sustained, steep hiring downturn. In fact, the SAA Career Center has shown significantly more advertising of positions than our budget estimates, albeit well below last year and historical trends.
- **General and Administrative:** The net loss in G&A for the period ending February 28 was \$351,145, which is a smaller net loss than last year and budget by \$12,436 (3.42%) and \$6,645 (1.86%).

**Society of American Archivists  
Balance Sheet - Operations  
Sunday, February 28, 2021**

Agenda Item V.C.

	<u>Fiscal 2021</u>	<u>Fiscal 2020</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Assets</b>				
Cash & Investments	\$1,655,119.13	\$1,519,730.21	\$135,388.92	8.91%
Accounts Receivable	31,622.07	13,104.27	18,517.80	141.31%
Equipment	44,399.20	55,848.77	(11,449.57)	(20.50%)
Deposits	8,706.85	11,608.41	(2,901.56)	(25.00%)
Inventory	100,649.35	105,970.25	(5,320.90)	(5.02%)
Prepaid Expenses	62,900.79	85,535.38	(22,634.59)	(26.46%)
Due From Operations	534,023.41	461,632.55	72,390.86	15.68%
Due From Foundation	477,647.40	470,703.32	6,944.08	1.48%
Cash Clearing	255.00	119.66	135.34	113.10%
<b>Total Assets</b>	<u><u>2,915,323.20</u></u>	<u><u>2,724,252.82</u></u>	<u><u>191,070.38</u></u>	<u><u>7.01%</u></u>
<b>Liabilities</b>				
Accounts Payable	50,977.37	27,778.76	23,198.61	83.51%
Salaries and Wages Payable	52,273.72	38,936.01	13,337.71	34.26%
Deferred Revenues				
Annual Meeting				(100.00%)
Subscriptions	66,209.63	128,441.57	(62,231.94)	(48.45%)
Membership	543,827.00	571,727.39	(27,900.39)	(4.88%)
Education	90,405.60	57,223.00	33,182.60	57.99%
Sponsors	1,500.00		1,500.00	(100.00%)
Advertising		1,500.00	(1,500.00)	(100.00%)
Exhibitors		62,400.00	(62,400.00)	(100.00%)
Consultants				(100.00%)
Publication Pre-Sales				(100.00%)
<b>Total Deferred Revenues</b>	701,942.23	821,291.96	(119,349.73)	(14.53%)
Due to Council-Directed Funds	1,209,063.15	1,179,063.15	30,000.00	2.54%
Due To Foundation	65,154.31	69,337.92	(4,183.61)	(6.03%)
Deferred Rent	9,517.71	11,801.91	(2,284.20)	(19.35%)
<b>Total Liabilities</b>	<u><u>2,088,928.49</u></u>	<u><u>2,148,209.71</u></u>	<u><u>(59,281.22)</u></u>	<u><u>(2.76%)</u></u>
<b>Net Assets</b>				
Fund Balance	736,998.89	704,291.23	32,707.66	4.64%
Net Gain or Loss	89,395.82	(128,248.12)	217,643.94	(169.71%)
<b>Total Net Assets</b>	<u><u>826,394.71</u></u>	<u><u>576,043.11</u></u>	<u><u>250,351.60</u></u>	<u><u>43.46%</u></u>
<b>Total Liabilities and Net Assets</b>	<u><u>2,915,323.20</u></u>	<u><u>2,724,252.82</u></u>	<u><u>191,070.38</u></u>	<u><u>7.01%</u></u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**SAA Net Gain Or Loss By Cost Center**  
**For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date</u> <u>2/28/2021</u>	<u>Year-To-Date</u> <u>2/29/2020</u>	<u>Budget</u> <u>2/28/2021</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Operations</b>							
Membership	\$550,498.84	\$581,882.32	\$502,504.30	(\$31,383.48)	(5.39%)	\$47,994.54	9.55%
Annual Meeting	138,356.37	75,988.02	41,843.44	62,368.35	82.08%	96,512.93	230.65%
Publications	(58,698.70)	(68,081.26)	(64,124.52)	9,382.56	(13.78%)	5,425.82	(8.46%)
Education	14,609.08	(54,194.21)	45,915.31	68,803.29	(126.96%)	(31,306.23)	(68.18%)
Career Services	18,161.64	29,703.11	3,992.45	(11,541.47)	(38.86%)	14,169.19	354.90%
American Archivist	(35,921.52)	(66,575.40)	(40,109.56)	30,653.88	(46.04%)	4,188.04	(10.44%)
Archival Outlook	(30,865.13)	(55,499.98)	(36,118.13)	24,634.85	(44.39%)	5,253.00	(14.54%)
General & Administrative	(351,145.31)	(363,581.03)	(357,790.79)	12,435.72	(3.42%)	6,645.48	(1.86%)
Advocacy	(71,137.98)	(86,216.15)	(71,738.03)	15,078.17	(17.49%)	600.05	(0.84%)
Governance	(84,461.47)	(121,673.54)	(85,398.95)	37,212.07	(30.58%)	937.48	(1.10%)
<b>Total Net Gain/(Loss)</b>	<u>89,395.82</u>	<u>(128,248.12)</u>	<u>(61,024.48)</u>	<u>217,643.94</u>	<u>(169.71%)</u>	<u>150,420.30</u>	<u>(246.49%)</u>

**SOCIETY OF AMERICAN ARCHIVISTS**  
**Income Statement by Cost Center**  
**For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date</u> <u>2/28/2021</u>	<u>Year-To-Date</u> <u>2/29/2020</u>	<u>Budget</u> <u>2/28/2021</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Revenues</b>							
Membership	\$659,879.75	\$684,375.76	\$625,584.18	(\$24,496.01)	(3.58%)	\$34,295.57	5.48%
Annual Meeting	441,604.00	720,182.00	342,550.00	(278,578.00)	(38.68%)	99,054.00	28.92%
Publications	153,792.82	196,241.55	200,283.17	(42,448.73)	(21.63%)	(46,490.35)	(23.21%)
Education	203,066.37	231,087.06	252,469.52	(28,020.69)	(12.13%)	(49,403.15)	(19.57%)
Career Services	28,806.35	53,248.65	8,614.53	(24,442.30)	(45.90%)	20,191.82	234.39%
American Archivist	47,058.12	7,219.93	49,500.00	39,838.19	551.78%	(2,441.88)	(4.93%)
Archival Outlook	16,593.62	31,686.88	17,500.00	(15,093.26)	(47.63%)	(906.38)	(5.18%)
General & Administrative	17,492.12	26,776.02	13,265.78	(9,283.90)	(34.67%)	4,226.34	31.86%
Advocacy			2,450.00		0.00%	(2,450.00)	(100.00%)
Governance		5,000.00		(5,000.00)	(100.00%)		0.00%
<b>Total Revenues</b>	<u>1,568,293.15</u>	<u>1,955,817.85</u>	<u>1,512,217.18</u>	<u>(387,524.70)</u>	<u>(19.81%)</u>	<u>56,075.97</u>	<u>3.71%</u>
<b>Expenses</b>							
Membership	109,380.91	102,493.44	123,079.88	6,887.47	6.72%	(13,698.97)	(11.13%)
Annual Meeting	303,247.63	644,193.98	300,706.56	(340,946.35)	(52.93%)	2,541.07	0.85%
Publications	212,491.52	264,322.81	264,407.69	(51,831.29)	(19.61%)	(51,916.17)	(19.63%)
Education	188,457.29	285,281.27	206,554.21	(96,823.98)	(33.94%)	(18,096.92)	(8.76%)
Career Services	10,644.71	23,545.54	4,622.08	(12,900.83)	(54.79%)	6,022.63	130.30%
American Archivist	82,979.64	73,795.33	89,609.56	9,184.31	12.45%	(6,629.92)	(7.40%)
Archival Outlook	47,458.75	87,186.86	53,618.13	(39,728.11)	(45.57%)	(6,159.38)	(11.49%)
General & Administrative	368,637.43	390,357.05	371,056.57	(21,719.62)	(5.56%)	(2,419.14)	(0.65%)
Advocacy	71,137.98	86,216.15	74,188.03	(15,078.17)	(17.49%)	(3,050.05)	(4.11%)
Governance	84,461.47	126,673.54	85,398.95	(42,212.07)	(33.32%)	(937.48)	(1.10%)
<b>Total Expenses</b>	<u>1,478,897.33</u>	<u>2,084,065.97</u>	<u>1,573,241.66</u>	<u>(605,168.64)</u>	<u>(29.04%)</u>	<u>(94,344.33)</u>	<u>(6.00%)</u>
<b>Total Net Gain/(Loss)</b>	<u>89,395.82</u>	<u>(128,248.12)</u>	<u>(61,024.48)</u>	<u>217,643.94</u>	<u>(169.71%)</u>	<u>150,420.30</u>	<u>(246.49%)</u>

**Society of American Archivists**  
**Consolidated Statement of Activities**  
**For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date</u> <u>2/28/2021</u>	<u>Year-To-Date</u> <u>2/29/2020</u>	<u>Budget</u> <u>2/28/2021</u>	<u>This Year Vs. Last Year</u> <u>\$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget</u> <u>\$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$658,615.15	\$683,103.16	\$624,314.19	(\$24,488.01)	(3.58%)	\$34,300.96	5.49%
Subscriptions & Advertising	92,733.09	92,140.46	71,364.53	592.63	0.64%	21,368.56	29.94%
Workshops	202,966.40	228,336.10	252,469.52	(25,369.70)	(11.11%)	(49,503.12)	(19.61%)
Annual Meeting	440,604.00	718,882.00	347,000.00	(278,278.00)	(38.71%)	93,604.00	26.98%
Publications & CD Sales	133,616.89	170,577.38	174,646.03	(36,960.49)	(21.67%)	(41,029.14)	(23.49%)
Contributions					0.00%		0.00%
Investments	15,992.12	20,562.45	13,265.78	(4,570.33)	(22.23%)	2,726.34	20.55%
Shipping, Handling, & Other	23,765.50	42,216.30	29,157.13	(18,450.80)	(43.71%)	(5,391.63)	(18.49%)
<b>Total Income</b>	<u>1,568,293.15</u>	<u>1,955,817.85</u>	<u>1,512,217.18</u>	<u>(387,524.70)</u>	<u>(19.81%)</u>	<u>56,075.97</u>	<u>3.71%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	674,866.17	758,455.47	680,401.55	(83,589.30)	(11.02%)	(5,535.38)	(0.81%)
Office Occupancy & Utilities	74,960.67	73,455.46	77,432.65	1,505.21	2.05%	(2,471.98)	(3.19%)
Services	490,941.65	833,403.84	525,423.04	(342,462.19)	(41.09%)	(34,481.39)	(6.56%)
Supplies	8,970.01	19,310.91	6,084.21	(10,340.90)	(53.55%)	2,885.80	47.43%
Travel	626.87	95,864.64	750.00	(95,237.77)	(99.35%)	(123.13)	(16.42%)
Leases, Rentals, & Licenses	13,356.16	14,556.27	11,281.51	(1,200.11)	(8.24%)	2,074.65	18.39%
Taxes, Dues, & Subscriptions	13,239.65	42,788.90	22,360.00	(29,549.25)	(69.06%)	(9,120.35)	(40.79%)
Depreciation, Cost of Goods Sold & Other	201,936.15	246,230.48	249,508.70	(44,294.33)	(17.99%)	(47,572.55)	(19.07%)
<b>Total Expenses</b>	<u>1,478,897.33</u>	<u>2,084,065.97</u>	<u>1,573,241.66</u>	<u>(605,168.64)</u>	<u>(29.04%)</u>	<u>(94,344.33)</u>	<u>(6.00%)</u>
<b>Net Gain or (Loss)</b>	<u>89,395.82</u>	<u>(128,248.12)</u>	<u>(61,024.48)</u>	<u>217,643.94</u>	<u>(169.71%)</u>	<u>150,420.30</u>	<u>(246.49%)</u>

**Society of American Archivists  
Membership and Periodicals  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$658,615.15	\$683,103.16	\$624,314.19	(\$24,488.01)	(3.58%)	\$34,300.96	5.49%
Subscriptions & Advertising	62,926.74	37,991.81	62,750.00	24,934.93	65.63%	176.74	0.28%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	1,989.60	2,187.60	5,519.99	(198.00)	(9.05%)	(3,530.39)	(63.96%)
<b>Total Income</b>	<u>723,531.49</u>	<u>723,282.57</u>	<u>692,584.18</u>	<u>248.92</u>	<u>0.03%</u>	<u>30,947.31</u>	<u>4.47%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	131,919.70	126,025.13	134,046.72	5,894.57	4.68%	(2,127.02)	(1.59%)
Office Occupancy & Utilities	14,246.68	12,215.51	14,964.83	2,031.17	16.63%	(718.15)	(4.80%)
Services	77,792.51	96,358.12	96,013.43	(18,565.61)	(19.27%)	(18,220.92)	(18.98%)
Supplies	1,031.44	236.05	1,967.26	795.39	336.96%	(935.82)	(47.57%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,612.88	1,379.13	1,613.28	233.75	16.95%	(0.40)	(0.02%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	13,216.09	13,829.05	17,702.05	(612.96)	(4.43%)	(4,485.96)	(25.34%)
<b>Total Expenses</b>	<u>239,819.30</u>	<u>263,475.63</u>	<u>266,307.57</u>	<u>(23,656.33)</u>	<u>(8.98%)</u>	<u>(26,488.27)</u>	<u>(9.95%)</u>
<b>Net Gain or (Loss)</b>	<u>483,712.19</u>	<u>459,806.94</u>	<u>426,276.61</u>	<u>23,905.25</u>	<u>5.20%</u>	<u>57,435.58</u>	<u>13.47%</u>

**Society of American Archivists  
Membership  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues	\$658,615.15	\$683,103.16	\$624,314.19	(\$24,488.01)	(3.58%)	\$34,300.96	5.49%
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>1,264.60</u>	<u>1,272.60</u>	<u>1,269.99</u>	<u>(8.00)</u>	<u>(0.63%)</u>	<u>(5.39)</u>	<u>(0.42%)</u>
<b>Total Income</b>	<u>659,879.75</u>	<u>684,375.76</u>	<u>625,584.18</u>	<u>(24,496.01)</u>	<u>(3.58%)</u>	<u>34,295.57</u>	<u>5.48%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	79,256.01	71,505.63	80,290.34	7,750.38	10.84%	(1,034.33)	(1.29%)
Office Occupancy & Utilities	8,627.67	6,772.22	8,962.14	1,855.45	27.40%	(334.47)	(3.73%)
Services	6,457.13	9,368.00	13,519.79	(2,910.87)	(31.07%)	(7,062.66)	(52.24%)
Supplies	858.07	236.05	1,639.45	622.02	263.51%	(781.38)	(47.66%)
Travel							
Leases, Rentals, & Licenses	965.94	782.49	966.11	183.45	23.44%	(0.17)	(0.02%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	<u>13,216.09</u>	<u>13,829.05</u>	<u>17,702.05</u>	<u>(612.96)</u>	<u>(4.43%)</u>	<u>(4,485.96)</u>	<u>(25.34%)</u>
<b>Total Expenses</b>	<u>109,380.91</u>	<u>102,493.44</u>	<u>123,079.88</u>	<u>6,887.47</u>	<u>6.72%</u>	<u>(13,698.97)</u>	<u>(11.13%)</u>
<b>Net Gain or (Loss)</b>	<u>550,498.84</u>	<u>581,882.32</u>	<u>502,504.30</u>	<u>(31,383.48)</u>	<u>(5.39%)</u>	<u>47,994.54</u>	<u>9.55%</u>



**Society of American Archivists  
Periodicals (AA & AO)  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	62,926.74	37,991.81	62,750.00	24,934.93	65.63%	176.74	0.28%
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	725.00	915.00	4,250.00	(190.00)	(20.77%)	(3,525.00)	(82.94%)
<b>Total Income</b>	<u>63,651.74</u>	<u>38,906.81</u>	<u>67,000.00</u>	<u>24,744.93</u>	<u>63.60%</u>	<u>(3,348.26)</u>	<u>(5.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	52,663.69	54,519.50	53,756.38	(1,855.81)	(3.40%)	(1,092.69)	(2.03%)
Office Occupancy & Utilities	5,619.01	5,443.29	6,002.69	175.72	3.23%	(383.68)	(6.39%)
Services	71,335.38	86,990.12	82,493.64	(15,654.74)	(18.00%)	(11,158.26)	(13.53%)
Supplies	173.37		327.81	173.37	0.00%	(154.44)	(47.11%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	646.94	596.64	647.17	50.30	8.43%	(0.23)	(0.04%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>130,438.39</u>	<u>160,982.19</u>	<u>143,227.69</u>	<u>(30,543.80)</u>	<u>(18.97%)</u>	<u>(12,789.30)</u>	<u>(8.93%)</u>
<b>Net Gain or (Loss)</b>	<u>(66,786.65)</u>	<u>(122,075.38)</u>	<u>(76,227.69)</u>	<u>55,288.73</u>	<u>(45.29%)</u>	<u>9,441.04</u>	<u>(12.39%)</u>

**Society of American Archivists  
American Archivist  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	47,018.12	7,139.93	45,750.00	39,878.19	558.52%	1,268.12	2.77%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	40.00	80.00	3,750.00	(40.00)	(50.00%)	(3,710.00)	(98.93%)
<b>Total Income</b>	<u>47,058.12</u>	<u>7,219.93</u>	<u>49,500.00</u>	<u>39,838.19</u>	<u>551.78%</u>	<u>(2,441.88)</u>	<u>(4.93%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	27,350.06	21,298.10	28,013.18	6,051.96	28.42%	(663.12)	(2.37%)
Office Occupancy & Utilities	2,852.06	2,278.69	3,129.34	573.37	25.16%	(277.28)	(8.86%)
Services	52,440.32	36,554.27	57,958.72	15,886.05	43.46%	(5,518.40)	(9.52%)
Supplies			170.88		0.00%	(170.88)	(100.00%)
Travel		13,432.64		(13,432.64)	(100.00%)		0.00%
Leases, Rentals, & Licenses	337.20	231.63	337.44	105.57	45.58%	(0.24)	(0.07%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>82,979.64</u>	<u>73,795.33</u>	<u>89,609.56</u>	<u>9,184.31</u>	<u>12.45%</u>	<u>(6,629.92)</u>	<u>(7.40%)</u>
<b>Net Gain or (Loss)</b>	<u>(35,921.52)</u>	<u>(66,575.40)</u>	<u>(40,109.56)</u>	<u>30,653.88</u>	<u>(46.04%)</u>	<u>4,188.04</u>	<u>(10.44%)</u>

**Society of American Archivists  
Archival Outlook  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	15,908.62	30,851.88	17,000.00	(14,943.26)	(48.44%)	(1,091.38)	(6.42%)
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>685.00</u>	<u>835.00</u>	<u>500.00</u>	<u>(150.00)</u>	<u>(17.96%)</u>	<u>185.00</u>	<u>37.00%</u>
<b>Total Income</b>	<u>16,593.62</u>	<u>31,686.88</u>	<u>17,500.00</u>	<u>(15,093.26)</u>	<u>(47.63%)</u>	<u>(906.38)</u>	<u>(5.18%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	25,313.63	33,221.40	25,743.20	(7,907.77)	(23.80%)	(429.57)	(1.67%)
Office Occupancy & Utilities	2,766.95	3,164.60	2,873.35	(397.65)	(12.57%)	(106.40)	(3.70%)
Services	18,895.06	50,435.85	24,534.92	(31,540.79)	(62.54%)	(5,639.86)	(22.99%)
Supplies	173.37		156.93	173.37	0.00%	16.44	10.48%
Travel							
Leases, Rentals, & Licenses	309.74	365.01	309.73	(55.27)	(15.14%)	0.01	0.00%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>47,458.75</u>	<u>87,186.86</u>	<u>53,618.13</u>	<u>(39,728.11)</u>	<u>(45.57%)</u>	<u>(6,159.38)</u>	<u>(11.49%)</u>
<b>Net Gain or (Loss)</b>	<u>(30,865.13)</u>	<u>(55,499.98)</u>	<u>(36,118.13)</u>	<u>24,634.85</u>	<u>(44.39%)</u>	<u>5,253.00</u>	<u>(14.54%)</u>

**Society of American Archivists  
Operational Revenue Centers  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	29,806.35	54,148.65	8,614.53	(24,342.30)	(44.95%)	21,191.82	246.00%
Workshops	202,966.40	228,336.10	252,469.52	(25,369.70)	(11.11%)	(49,503.12)	(19.61%)
Annual Meeting	440,604.00	718,882.00	347,000.00	(278,278.00)	(38.71%)	93,604.00	26.98%
Publications & CD Sales	133,616.89	170,577.38	174,646.03	(36,960.49)	(21.67%)	(41,029.14)	(23.49%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	20,275.90	28,815.13	21,187.14	(8,539.23)	(29.63%)	(911.24)	(4.30%)
<b>Total Income</b>	<b>827,269.54</b>	<b>1,200,759.26</b>	<b>803,917.22</b>	<b>(373,489.72)</b>	<b>(31.10%)</b>	<b>23,352.32</b>	<b>2.90%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	239,072.85	346,496.03	247,142.08	(107,423.18)	(31.00%)	(8,069.23)	(3.27%)
Office Occupancy & Utilities	27,546.76	33,704.16	28,387.04	(6,157.40)	(18.27%)	(840.28)	(2.96%)
Services	292,335.47	557,720.87	304,381.13	(265,385.40)	(47.58%)	(12,045.66)	(3.96%)
Supplies	5,296.27	7,329.95	1,607.19	(2,033.68)	(27.74%)	3,689.08	229.54%
Travel		51,666.68		(51,666.68)	(100.00%)		0.00%
Leases, Rentals, & Licenses	5,094.99	9,701.71	5,132.54	(4,606.72)	(47.48%)	(37.55)	(0.73%)
Taxes, Dues, & Subscriptions		20,585.90		(20,585.90)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	145,494.81	190,138.30	189,640.56	(44,643.49)	(23.48%)	(44,145.75)	(23.28%)
<b>Total Expenses</b>	<b>714,841.15</b>	<b>1,217,343.60</b>	<b>776,290.54</b>	<b>(502,502.45)</b>	<b>(41.28%)</b>	<b>(61,449.39)</b>	<b>(7.92%)</b>
<b>Net Gain or (Loss)</b>	<b>112,428.39</b>	<b>(16,584.34)</b>	<b>27,626.68</b>	<b>129,012.73</b>	<b>(777.92%)</b>	<b>84,801.71</b>	<b>306.96%</b>

**Society of American Archivists  
Annual Meeting  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year</u>		<u>This Year Vs. Budget</u>	
				<u>\$ Variance</u>	<u>% Variance</u>	<u>\$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues					0.00%		0.00%
Subscriptions & Advertising	1,000.00	900.00		100.00	11.11%	1,000.00	0.00%
Workshops					0.00%		0.00%
Annual Meeting	440,604.00	718,882.00	342,550.00	(278,278.00)	(38.71%)	98,054.00	28.62%
Publications & CD Sales					0.00%		0.00%
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
<b>Total Income</b>	<u>441,604.00</u>	<u>720,182.00</u>	<u>342,550.00</u>	<u>(278,578.00)</u>	<u>(38.68%)</u>	<u>99,054.00</u>	<u>28.92%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	68,727.37	107,312.09	74,031.27	(38,584.72)	(35.96%)	(5,303.90)	(7.16%)
Office Occupancy & Utilities	8,743.11	10,215.73	8,264.16	(1,472.62)	(14.42%)	478.95	5.80%
Services	120,187.73	364,505.19	108,445.88	(244,317.46)	(67.03%)	11,741.85	10.83%
Supplies	168.00	1,167.65	451.78	(999.65)	(85.61%)	(283.78)	(62.81%)
Travel		15,013.75		(15,013.75)	(100.00%)		0.00%
Leases, Rentals, & Licenses	851.43	5,187.03	889.81	(4,335.60)	(83.59%)	(38.38)	(4.31%)
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	104,569.99	120,792.56	108,623.66	(16,222.57)	(13.43%)	(4,053.67)	(3.73%)
<b>Total Expenses</b>	<u>303,247.63</u>	<u>644,193.98</u>	<u>300,706.56</u>	<u>(340,946.35)</u>	<u>(52.93%)</u>	<u>2,541.07</u>	<u>0.85%</u>
<b>Net Gain or (Loss)</b>	<u>138,356.37</u>	<u>75,988.02</u>	<u>41,843.44</u>	<u>62,368.35</u>	<u>82.08%</u>	<u>96,512.93</u>	<u>230.65%</u>

**Society of American Archivists  
Annual Meeting - Austin 2019  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising		900.00		(900.00)	(100.00%)		0.00%
Workshops							
Annual Meeting		718,882.00		(718,882.00)	(100.00%)		0.00%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other		400.00		(400.00)	(100.00%)		0.00%
<b>Total Income</b>		<u>720,182.00</u>		<u>(720,182.00)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits		75,739.98		(75,739.98)	(100.00%)		0.00%
Office Occupancy & Utilities		7,282.24		(7,282.24)	(100.00%)		0.00%
Services		355,022.59		(355,022.59)	(100.00%)		0.00%
Supplies		1,113.59		(1,113.59)	(100.00%)		0.00%
Travel		5,682.20		(5,682.20)	(100.00%)		0.00%
Leases, Rentals, & Licenses		4,849.06		(4,849.06)	(100.00%)		0.00%
Taxes, Dues, & Subscriptions		19,999.98		(19,999.98)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other		174,504.34		(174,504.34)	(100.00%)		0.00%
<b>Total Expenses</b>		<u>644,193.98</u>		<u>(644,193.98)</u>	<u>(100.00%)</u>		<u>0.00%</u>
<b>Net Gain or (Loss)</b>		<u>75,988.02</u>		<u>(75,988.02)</u>	<u>(100.00%)</u>		<u>0.00%</u>

**Society of American Archivists  
Annual Meeting - Chicago 2020  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	1,000.00			1,000.00	0.00%	1,000.00	0.00%
Workshops							
Annual Meeting	440,604.00		342,550.00	440,604.00	0.00%	98,054.00	28.62%
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>441,604.00</u>		<u>342,550.00</u>	<u>441,604.00</u>	<u>0.00%</u>	<u>99,054.00</u>	<u>28.92%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	43,006.11	31,572.11	47,220.87	11,434.00	36.22%	(4,214.76)	(8.93%)
Office Occupancy & Utilities	5,854.30	2,933.49	5,288.46	2,920.81	99.57%	565.84	10.70%
Services	108,700.21	9,482.60	105,741.42	99,217.61	1,046.31%	2,958.79	2.80%
Supplies	89.00	54.06	290.01	34.94	64.63%	(201.01)	(69.31%)
Travel		9,331.55		(9,331.55)	(100.00%)		0.00%
Leases, Rentals, & Licenses	530.70	337.97	567.16	192.73	57.03%	(36.46)	(6.43%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	145,067.31	(53,711.78)	141,598.65	198,779.09	(370.08%)	3,468.66	2.45%
<b>Total Expenses</b>	<u>303,247.63</u>		<u>300,706.57</u>	<u>303,247.63</u>	<u>0.00%</u>	<u>2,541.06</u>	<u>0.85%</u>
<b>Net Gain or (Loss)</b>	<u>138,356.37</u>		<u>41,843.43</u>	<u>138,356.37</u>	<u>0.00%</u>	<u>96,512.94</u>	<u>230.65%</u>

**Society of American Archivists  
Annual Meeting - Anaheim 2021  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>					<b>0.00%</b>		<b>0.00%</b>
<b>Expenses</b>							
Salaries, Wages, & Benefits	25,721.26		26,810.40	25,721.26	0.00%	(1,089.14)	(4.06%)
Office Occupancy & Utilities	2,888.81		2,975.70	2,888.81	0.00%	(86.89)	(2.92%)
Services	11,487.52		2,704.46	11,487.52	0.00%	8,783.06	324.76%
Supplies	79.00		161.77	79.00	0.00%	(82.77)	(51.17%)
Travel							
Leases, Rentals, & Licenses	320.73		322.65	320.73	0.00%	(1.92)	(0.60%)
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other	(40,497.32)		(32,974.99)	(40,497.32)	0.00%	(7,522.33)	22.81%
<b>Total Expenses</b>			<b>(0.01)</b>		<b>0.00%</b>	<b>0.01</b>	<b>(100.00%)</b>
<b>Net Gain or (Loss)</b>			<b>0.01</b>		<b>0.00%</b>	<b>(0.01)</b>	<b>(100.00%)</b>



**Society of American Archivists  
Publications  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting			4,450.00		0.00%	(4,450.00)	(100.00%)
Publications & CD Sales	133,616.89	170,577.38	174,646.03	(36,960.49)	(21.67%)	(41,029.14)	(23.49%)
Contributions							
Investments							
Shipping, Handling, & Other	<u>20,175.93</u>	<u>25,664.17</u>	<u>21,187.14</u>	<u>(5,488.24)</u>	<u>(21.38%)</u>	<u>(1,011.21)</u>	<u>(4.77%)</u>
<b>Total Income</b>	<u>153,792.82</u>	<u>196,241.55</u>	<u>200,283.17</u>	<u>(42,448.73)</u>	<u>(21.63%)</u>	<u>(46,490.35)</u>	<u>(23.21%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	76,299.98	72,684.43	77,378.12	3,615.55	4.97%	(1,078.14)	(1.39%)
Office Occupancy & Utilities	8,332.81	7,370.83	8,637.47	961.98	13.05%	(304.66)	(3.53%)
Services	79,361.35	104,684.73	93,812.39	(25,323.38)	(24.19%)	(14,451.04)	(15.40%)
Supplies	4,481.27	5,299.84	471.72	(818.57)	(15.45%)	4,009.55	849.99%
Travel		1,665.34		(1,665.34)	(100.00%)		0.00%
Leases, Rentals, & Licenses	3,091.29	2,685.98	3,091.09	405.31	15.09%	0.20	0.01%
Taxes, Dues, & Subscriptions		585.92		(585.92)	(100.00%)		0.00%
Depreciation, Cost of Goods Sold & Other	<u>40,924.82</u>	<u>69,345.74</u>	<u>81,016.90</u>	<u>(28,420.92)</u>	<u>(40.98%)</u>	<u>(40,092.08)</u>	<u>(49.49%)</u>
<b>Total Expenses</b>	<u>212,491.52</u>	<u>264,322.81</u>	<u>264,407.69</u>	<u>(51,831.29)</u>	<u>(19.61%)</u>	<u>(51,916.17)</u>	<u>(19.63%)</u>
<b>Net Gain or (Loss)</b>	<u>(58,698.70)</u>	<u>(68,081.26)</u>	<u>(64,124.52)</u>	<u>9,382.56</u>	<u>(13.78%)</u>	<u>5,425.82</u>	<u>(8.46%)</u>

**Society of American Archivists  
Education  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops	202,966.40	228,336.10	252,469.52	(25,369.70)	(11.11%)	(49,503.12)	(19.61%)
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	99.97	2,750.96		(2,650.99)	(96.37%)	99.97	0.00%
<b>Total Income</b>	<u>203,066.37</u>	<u>231,087.06</u>	<u>252,469.52</u>	<u>(28,020.69)</u>	<u>(12.13%)</u>	<u>(49,403.15)</u>	<u>(19.57%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	91,473.71	161,759.82	93,211.66	(70,286.11)	(43.45%)	(1,737.95)	(1.86%)
Office Occupancy & Utilities	10,161.52	15,692.67	11,203.99	(5,531.15)	(35.25%)	(1,042.47)	(9.30%)
Services	85,053.32	70,959.41	100,348.89	14,093.91	19.86%	(15,295.57)	(15.24%)
Supplies	647.00	862.46	668.30	(215.46)	(24.98%)	(21.30)	(3.19%)
Travel		34,230.47		(34,230.47)	(100.00%)		0.00%
Leases, Rentals, & Licenses	1,121.74	1,776.44	1,121.37	(654.70)	(36.85%)	0.37	0.03%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
<b>Total Expenses</b>	<u>188,457.29</u>	<u>285,281.27</u>	<u>206,554.21</u>	<u>(96,823.98)</u>	<u>(33.94%)</u>	<u>(18,096.92)</u>	<u>(8.76%)</u>
<b>Net Gain or (Loss)</b>	<u>14,609.08</u>	<u>(54,194.21)</u>	<u>45,915.31</u>	<u>68,803.29</u>	<u>(126.96%)</u>	<u>(31,306.23)</u>	<u>(68.18%)</u>

**Society of American Archivists  
Career Services  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising	28,806.35	53,248.65	8,614.53	(24,442.30)	(45.90%)	20,191.82	234.39%
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other							
<b>Total Income</b>	<u>28,806.35</u>	<u>53,248.65</u>	<u>8,614.53</u>	<u>(24,442.30)</u>	<u>(45.90%)</u>	<u>20,191.82</u>	<u>234.39%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	2,571.79	4,739.69	2,521.03	(2,167.90)	(45.74%)	50.76	2.01%
Office Occupancy & Utilities	309.32	424.93	281.42	(115.61)	(27.21%)	27.90	9.91%
Services	7,733.07	17,571.54	1,773.97	(9,838.47)	(55.99%)	5,959.10	335.92%
Supplies			15.39		0.00%	(15.39)	(100.00%)
Travel		757.12		(757.12)	(100.00%)		0.00%
Leases, Rentals, & Licenses	30.53	52.26	30.27	(21.73)	(41.58%)	0.26	0.86%
Taxes, Dues, & Subscriptions							
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>10,644.71</u>	<u>23,545.54</u>	<u>4,622.08</u>	<u>(12,900.83)</u>	<u>(54.79%)</u>	<u>6,022.63</u>	<u>130.30%</u>
<b>Net Gain or (Loss)</b>	<u>18,161.64</u>	<u>29,703.11</u>	<u>3,992.45</u>	<u>(11,541.47)</u>	<u>(38.86%)</u>	<u>14,169.19</u>	<u>354.90%</u>

**Society of American Archivists  
Operational Expense Centers  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<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	15,992.12	20,562.45	13,265.78	(4,570.33)	(22.23%)	2,726.34	20.55%
Shipping, Handling, & Other	1,500.00	11,213.57	2,450.00	(9,713.57)	(86.62%)	(950.00)	(38.78%)
<b>Total Income</b>	<u>17,492.12</u>	<u>31,776.02</u>	<u>15,715.78</u>	<u>(14,283.90)</u>	<u>(44.95%)</u>	<u>1,776.34</u>	<u>11.30%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	303,873.62	285,934.31	299,212.75	17,939.31	6.27%	4,660.87	1.56%
Office Occupancy & Utilities	33,167.23	27,535.79	34,080.78	5,631.44	20.45%	(913.55)	(2.68%)
Services	120,813.67	179,324.85	125,028.48	(58,511.18)	(32.63%)	(4,214.81)	(3.37%)
Supplies	2,642.30	11,744.91	2,509.76	(9,102.61)	(77.50%)	132.54	5.28%
Travel	626.87	30,765.32	750.00	(30,138.45)	(97.96%)	(123.13)	(16.42%)
Leases, Rentals, & Licenses	6,648.29	3,475.43	4,535.69	3,172.86	91.29%	2,112.60	46.58%
Taxes, Dues, & Subscriptions	13,239.65	22,203.00	22,360.00	(8,963.35)	(40.37%)	(9,120.35)	(40.79%)
Depreciation, Cost of Goods Sold & Other	43,225.25	42,263.13	42,166.09	962.12	2.28%	1,059.16	2.51%
<b>Total Expenses</b>	<u>524,236.88</u>	<u>603,246.74</u>	<u>530,643.55</u>	<u>(79,009.86)</u>	<u>(13.10%)</u>	<u>(6,406.67)</u>	<u>(1.21%)</u>
<b>Net Gain or (Loss)</b>	<u>(506,744.76)</u>	<u>(571,470.72)</u>	<u>(514,927.77)</u>	<u>64,725.96</u>	<u>(11.33%)</u>	<u>8,183.01</u>	<u>(1.59%)</u>

**Society of American Archivists  
General & Administrative  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments	15,992.12	20,562.45	13,265.78	(4,570.33)	(22.23%)	2,726.34	20.55%
Shipping, Handling, & Other	1,500.00	6,213.57		(4,713.57)	(75.86%)	1,500.00	0.00%
<b>Total Income</b>	<u>17,492.12</u>	<u>26,776.02</u>	<u>13,265.78</u>	<u>(9,283.90)</u>	<u>(34.67%)</u>	<u>4,226.34</u>	<u>31.86%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	193,628.95	181,759.34	187,478.23	11,869.61	6.53%	6,150.72	3.28%
Office Occupancy & Utilities	20,964.39	17,386.30	21,275.59	3,578.09	20.58%	(311.20)	(1.46%)
Services	101,564.08	121,133.93	106,596.82	(19,569.85)	(16.16%)	(5,032.74)	(4.72%)
Supplies	2,076.18	11,098.75	1,828.55	(9,022.57)	(81.29%)	247.63	13.54%
Travel	326.87	5,969.75		(5,642.88)	(94.52%)	326.87	0.00%
Leases, Rentals, & Licenses	5,303.71	1,932.85	3,191.29	3,370.86	174.40%	2,112.42	66.19%
Taxes, Dues, & Subscriptions	1,548.00	8,813.00	8,520.00	(7,265.00)	(82.44%)	(6,972.00)	(81.83%)
Depreciation, Cost of Goods Sold & Other	43,225.25	42,263.13	42,166.09	962.12	2.28%	1,059.16	2.51%
<b>Total Expenses</b>	<u>368,637.43</u>	<u>390,357.05</u>	<u>371,056.57</u>	<u>(21,719.62)</u>	<u>(5.56%)</u>	<u>(2,419.14)</u>	<u>(0.65%)</u>
<b>Net Gain or (Loss)</b>	<u>(351,145.31)</u>	<u>(363,581.03)</u>	<u>(357,790.79)</u>	<u>12,435.72</u>	<u>(3.42%)</u>	<u>6,645.48</u>	<u>(1.86%)</u>

**Society of American Archivists  
Governance  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other	<u>                    </u>	<u>5,000.00</u>	<u>                    </u>	<u>(5,000.00)</u>	<u>(100.00%)</u>	<u>                    </u>	<u>0.00%</u>
<b>Total Income</b>	<u>                    </u>	<u>5,000.00</u>	<u>                    </u>	<u>(5,000.00)</u>	<u>(100.00%)</u>	<u>                    </u>	<u>0.00%</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	61,795.52	48,672.66	62,300.02	13,122.86	26.96%	(504.50)	(0.81%)
Office Occupancy & Utilities	6,953.40	4,525.11	7,286.59	2,428.29	53.66%	(333.19)	(4.57%)
Services	12,705.12	49,546.87	10,843.09	(36,841.75)	(74.36%)	1,862.03	17.17%
Supplies	566.12	646.16	379.83	(80.04)	(12.39%)	186.29	49.05%
Travel		18,957.83		(18,957.83)	(100.00%)		0.00%
Leases, Rentals, & Licenses	749.66	934.91	749.42	(185.25)	(19.81%)	0.24	0.03%
Taxes, Dues, & Subscriptions	1,691.65	3,390.00	3,840.00	(1,698.35)	(50.10%)	(2,148.35)	(55.95%)
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>84,461.47</u>	<u>126,673.54</u>	<u>85,398.95</u>	<u>(42,212.07)</u>	<u>(33.32%)</u>	<u>(937.48)</u>	<u>(1.10%)</u>
<b>Net Gain or (Loss)</b>	<u>(84,461.47)</u>	<u>(121,673.54)</u>	<u>(85,398.95)</u>	<u>37,212.07</u>	<u>(30.58%)</u>	<u>937.48</u>	<u>(1.10%)</u>

**Society of American Archivists  
Advocacy  
For the Eight Months Ending Sunday, February 28, 2021**

	<u>Year-To-Date 2/28/2021</u>	<u>Year-To-Date 2/29/2020</u>	<u>Budget 2/28/2021</u>	<u>This Year Vs. Last Year \$ Variance</u>	<u>% Variance</u>	<u>This Year Vs. Budget \$ Variance</u>	<u>% Variance</u>
<b>Income</b>							
Dues							
Subscriptions & Advertising							
Workshops							
Annual Meeting							
Publications & CD Sales							
Contributions							
Investments							
Shipping, Handling, & Other			2,450.00		0.00%	(2,450.00)	(100.00%)
<b>Total Income</b>			<u>2,450.00</u>		<u>0.00%</u>	<u>(2,450.00)</u>	<u>(100.00%)</u>
<b>Expenses</b>							
Salaries, Wages, & Benefits	48,449.15	55,502.31	49,434.50	(7,053.16)	(12.71%)	(985.35)	(1.99%)
Office Occupancy & Utilities	5,249.44	5,624.38	5,518.60	(374.94)	(6.67%)	(269.16)	(4.88%)
Services	6,544.47	8,644.05	7,588.57	(2,099.58)	(24.29%)	(1,044.10)	(13.76%)
Supplies			301.38		0.00%	(301.38)	(100.00%)
Travel	300.00	5,837.74	750.00	(5,537.74)	(94.86%)	(450.00)	(60.00%)
Leases, Rentals, & Licenses	594.92	607.67	594.98	(12.75)	(2.10%)	(0.06)	(0.01%)
Taxes, Dues, & Subscriptions	10,000.00	10,000.00	10,000.00		0.00%		0.00%
Depreciation, Cost of Goods Sold & Other							
<b>Total Expenses</b>	<u>71,137.98</u>	<u>86,216.15</u>	<u>74,188.03</u>	<u>(15,078.17)</u>	<u>(17.49%)</u>	<u>(3,050.05)</u>	<u>(4.11%)</u>
<b>Net Gain or (Loss)</b>	<u>(71,137.98)</u>	<u>(86,216.15)</u>	<u>(71,738.03)</u>	<u>15,078.17</u>	<u>(17.49%)</u>	<u>600.05</u>	<u>(0.84%)</u>