

**Society of American Archivists
Council Meeting
August 6, 2012
San Diego, California**

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

Overview

For the fiscal year ending June 30, SAA posted an operational net gain of \$14,812.44. Although in late June we expected the net gain to be \$10,000 higher, an end-of-year audit adjustment de-valuing inventory and increasing cost of goods sold reduced the gain. The SAA Operations net gain exceeded last year by \$51,754.77 and budget by \$1,974.02. Given that Operations revenues fell short of budget by more than \$44,000, achieving the net gain was due to expense reductions, most notably in Advocacy.

Note: In April 2012 we changed the income statement to differentiate between "Operations" and "Other Funds" as a result of the transfer of Council-designated funds (e.g., Brack, Education, Publications, Technology) from the (c)(3) organization to the (c)(6) organization. The bottom line reflects expenditures of \$58,194.83 from these funds in FY12. As of year-end the Brack, Publications, 75th Anniversary, and Technology funds are fully expended.

Balance Sheet

The balance sheet continues to get stronger. During June, total assets grew by 8.83% while deferred revenues grew by 23.3%. Deferred revenues are significantly ahead of June 2011 levels in almost every category. Overall, deferred revenues are ahead of last year by \$83,818.70 (9.97%). The strength in the balance sheet gives reason for cautious optimism going forward.

Income Statement

For the fiscal year ending June 30, SAA posted an operational net gain of \$14,812.44. Operations' performance exceeded last year by \$51,230.73 and budget by \$1,974.02. Revenue shortfalls to budget in Operations amounted to more than \$44,000. However, these were offset by favorable expense variances of more than \$46,000.

Specific points of interest are as follows:

- **Membership:** Revenue shortfalls to budget (\$37,555.39 / 4.71%) are the reason why Membership did not meet its net gain projections for 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. As of June 30, deferred revenues for Membership stand at an all-time high. This is due to an increase in members and the dues increase set to take effect July 1.

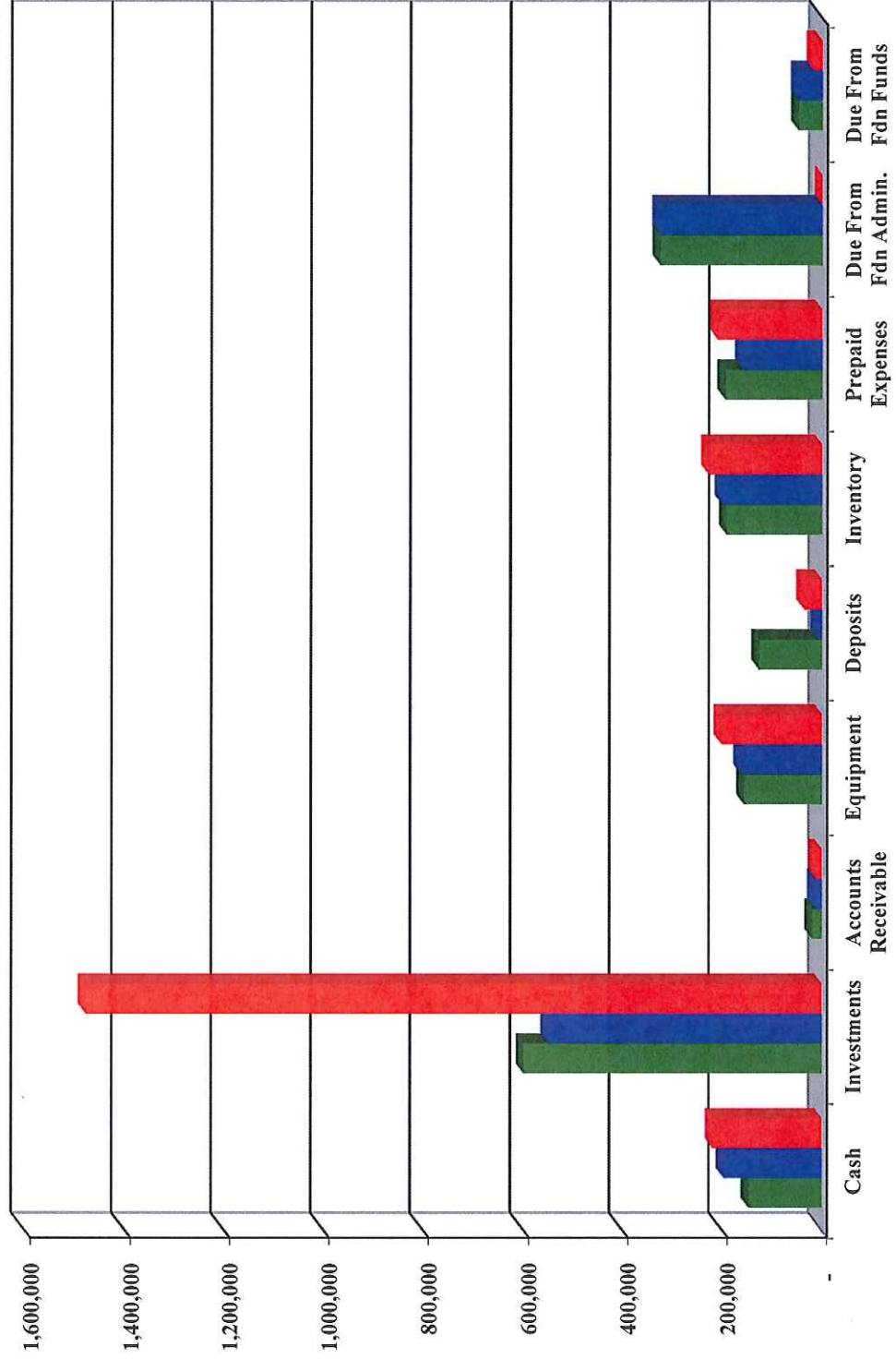
- **Annual Meeting:** Revenues exceeded budget although we held the line on expenses. Favorable variances in both number of paid attendees (1,664 against a budget of 1,400) and sponsorships resulted in a favorable revenue variance of \$90,502.59 (16.59%). Just as importantly, expenses did not increase dramatically despite the increase in attendance. Annual Meeting expenses totaled \$534,286.97 as of June 30, for an unfavorable variance to budget of only \$14,480.30 (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 \$36,456.48 (8.93%) and \$103,745.02 (21.81%), respectively. Expenses are in line with FY11 and budget except for cost of goods sold. An end-of-year audit adjustment de-valuing inventory and increasing cost of goods sold added \$10,000 to the already unfavorable variance. The net gain of \$54,052.80 fell short of FY11 by \$34,542.80 (38.99%) and budget by \$116,495.24 (68.31%). Initial sales of *The Lone Arranger* have been strong. It is now in its second print run.
- **Education:** Revenues have exceeded budget by \$14,956.95 (3.62%) while expenses fell short of budget by \$36,225.53 (9.14%). Education's net gain of \$68,211.44 exceeded FY11 by \$87,830.89 and budget by \$51,182.48. Worth noting were favorable revenue variances due to the first-year success of the DAS program and favorable expense variances in consultants (\$22,322.72), food and beverage (\$7,772.89), and travel (\$12,652.67).
- **Career Services:** Total revenues exceeded FY11 by \$4,124.50, but fell short of budget by \$17,459.16. The net gain of \$18,696.03 compares unfavorably to FY11's net gain of \$21,592.14 and the budgeted net gain of \$30,794.09. 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 15.11% better than budget. *American Archivist's* net loss of \$71,894.63 was worse than budget by 12.33%. Higher-than-anticipated postage and printing costs are the main reasons for this negative variance.
- **G&A / Council-Directed Funds:** These areas combined had a favorable expense variance of \$10,906.52. 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:** Total expenses were in line with budget and are less than FY11's by nearly \$10,000.
- **Advocacy:** Favorable variances in personnel expenses, consultants, printing, and travel caused a favorable variance to budget of nearly \$33,000. The favorable variance in personnel was due to staff effort levels that did not meet budget projections. As of June 30, the net loss of \$75,601.21 was a favorable variance to budget of \$30,928.18 (29.03%).
- **Grants:** The Delmas grant supporting the work of the TS-EAD has been fully spent.

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

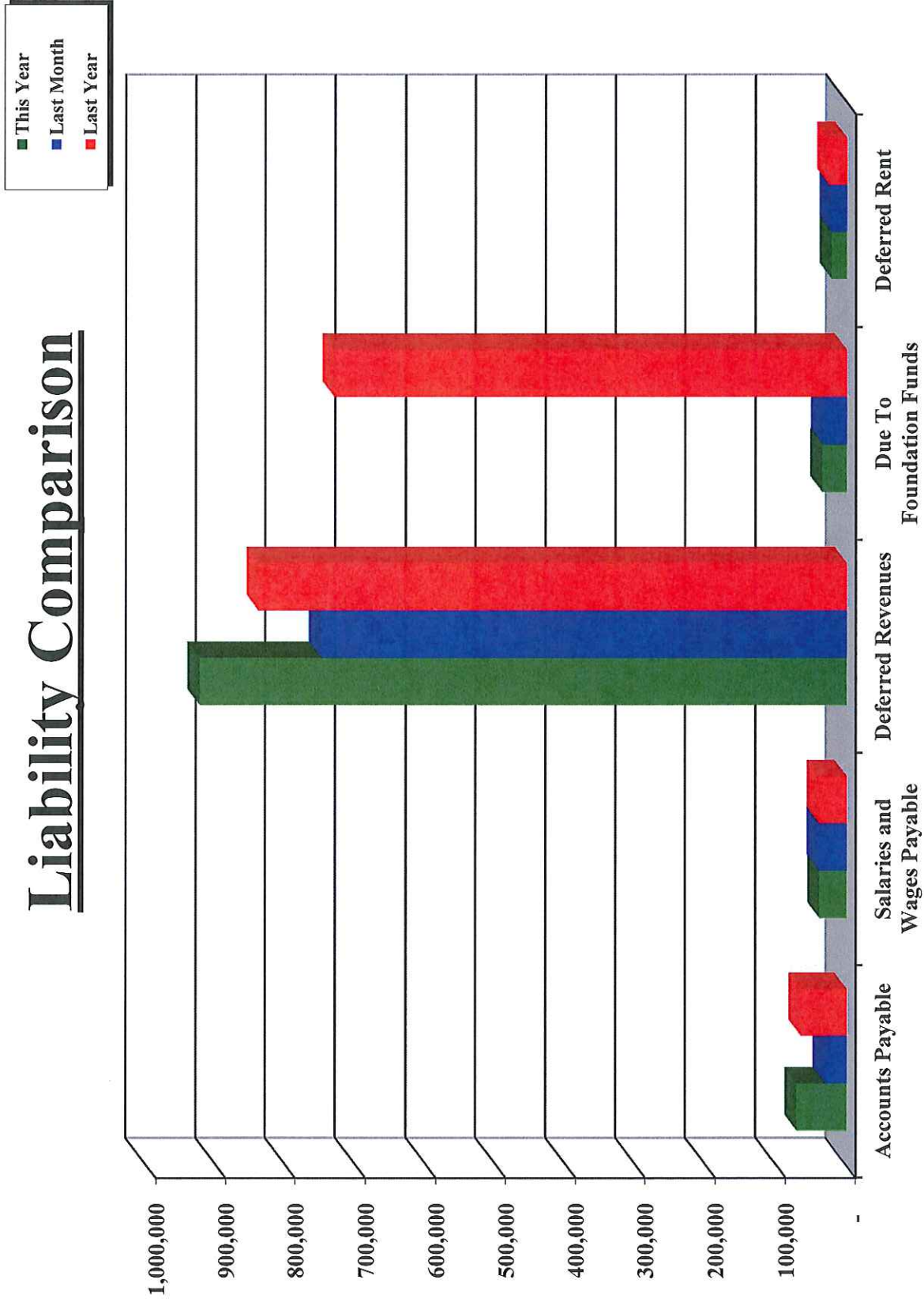
Society of American Archivists
Operations
For the Twelve Months Ending June 30, 2012

	Current Year		Prior Year	Current Month vs Last Month		Current Month vs Last Year	
	June	May	June	\$ Variance	% Variance	\$ Variance	% Variance
Assets							
Cash	\$146,861.95	\$196,721.72	\$219,931.58	(\$49,859.77)	-25.35%	(\$73,069.63)	-33.22%
Investments	600,000.00	550,000.00	1,478,606.58	50,000.00	9.09%	(878,606.58)	-59.42%
Accounts Receivable	20,067.37	14,240.67	12,585.77	5,826.70	40.92%	7,481.60	59.44%
Property, Plant, & Equipment	438,357.10	438,357.10	414,992.41	(5,724.80)	0.00%	23,364.69	5.63%
Less: Accumulated Depreciation	(281,740.68)	(276,015.88)	(213,043.08)	(5,724.80)	2.07%	(68,697.60)	32.25%
Total Property Plant & Equipment	156,616.42	162,341.22	201,949.33	(5,724.80)	-3.53%	(45,332.91)	-22.45%
Cash Advances and Deposits	127,545.56	7,875.56	36,999.99	119,670.00	1519.51%	90,545.57	244.72%
Inventory	192,568.80	200,714.60	228,473.47	(8,145.80)	-4.06%	(35,904.67)	-15.72%
Prepaid Expenses	194,786.88	159,112.88	209,898.99	35,674.00	22.42%	(15,112.11)	-7.20%
Due From Foundation Admin.	326,018.15	326,018.15	455.00		0.00%	325,563.15	71552.34%
Due From Foundation Funds	48,237.00	48,585.59	18,055.76	(348.59)	-0.72%	30,181.24	167.16%
Total Assets	1,812,702.13	1,665,610.39	2,406,956.47	147,091.74	8.83%	(594,254.34)	-24.69%
Liabilities							
Accounts Payable	71,740.97	30,662.32	65,369.66	41,078.65	133.97%	6,371.31	9.75%
Salaries and Wages Payable	39,247.99	39,855.51	39,731.02	(607.52)	-1.52%	(483.03)	-1.22%
Deferred Revenues	2,713.00	1,137.00	2,550.00	1,576.00	138.61%	163.00	6.39%
Deferred Revenues - Annual Meeting	300,635.00	125,297.00	255,127.00	175,338.00	139.94%	45,508.00	17.84%
Deferred Revenues-Subscriptions	47,599.00	46,410.00	50,055.00	1,189.00	2.56%	(2,456.00)	-4.91%
Deferred Revenues - Memberships	442,519.47	433,806.10	413,865.77	8,713.37	2.01%	28,653.70	6.92%
Deferred Revenues-Education	19,040.00	41,438.00	19,829.00	(22,398.00)	-54.05%	(789.00)	-3.98%
Deferred Revenues-Sponsors	28,000.00	28,000.00	39,000.00	4,222.00	0.00%	(11,000.00)	-28.21%
Deferred Revenues-Advertising	14,472.00	10,250.00	11,250.00	4,222.00	41.19%	3,222.00	28.64%
Deferred Revenues-Exhibitors	68,400.00	62,500.00	49,150.00	5,900.00	9.44%	19,250.00	39.17%
Deferred Revenues-Consultants	1,267.00	1,069.00		198.00	18.52%	1,267.00	0.00%
Total Deferred Revenues	924,645.47	749,907.10	840,826.77	174,738.37	23.30%	83,818.70	9.97%
Due To Foundation Funds	35,191.92	34,066.92	731,832.93	1,125.00	3.30%	(696,641.01)	-95.19%
Deferred Rent	21,813.74	22,139.32	25,720.70	(325.58)	-1.47%	(3,906.96)	-15.19%
Total Liabilities	1,092,640.09	876,631.17	1,703,481.08	216,008.92	24.64%	(610,840.99)	-35.86%
Net Assets							
Fund Balance	763,444.43	763,799.43	739,893.68	(355.00)	-0.05%	23,550.75	3.18%
Net Gain or Loss	(43,382.39)	25,179.79	(36,418.29)	(68,562.18)	-272.29%	(6,964.10)	19.12%
Total Net Assets	720,062.04	788,979.22	703,475.39	(68,917.18)	-8.73%	16,586.65	2.36%
Total Liabilities and Net Assets	1,812,702.13	1,665,610.39	2,406,956.47	147,091.74	8.83%	(594,254.34)	-24.69%

Asset Comparison

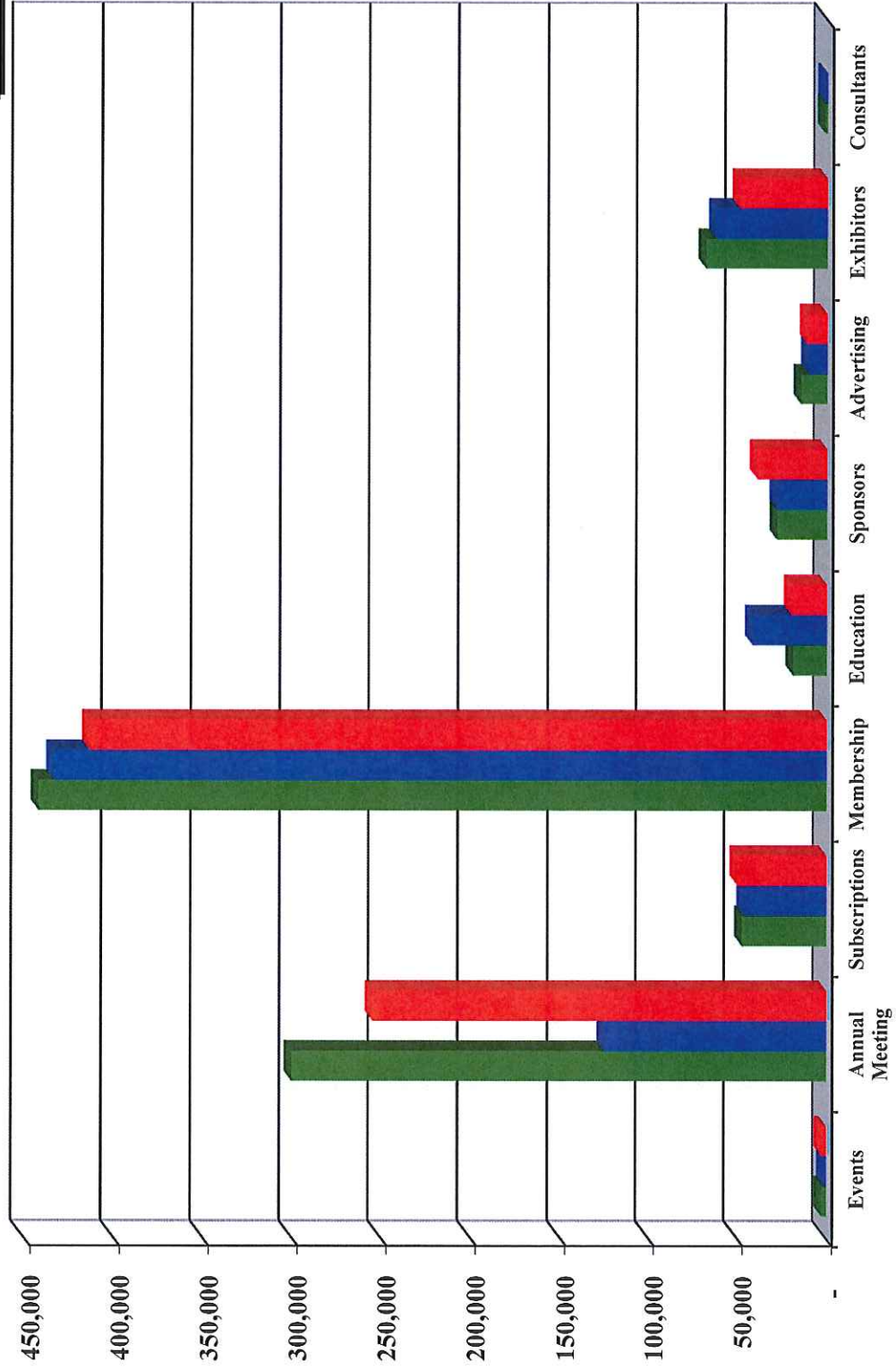


Liability Comparison



Deferred Revenues Comparison

■ This Year
■ Last Month
■ Last Year

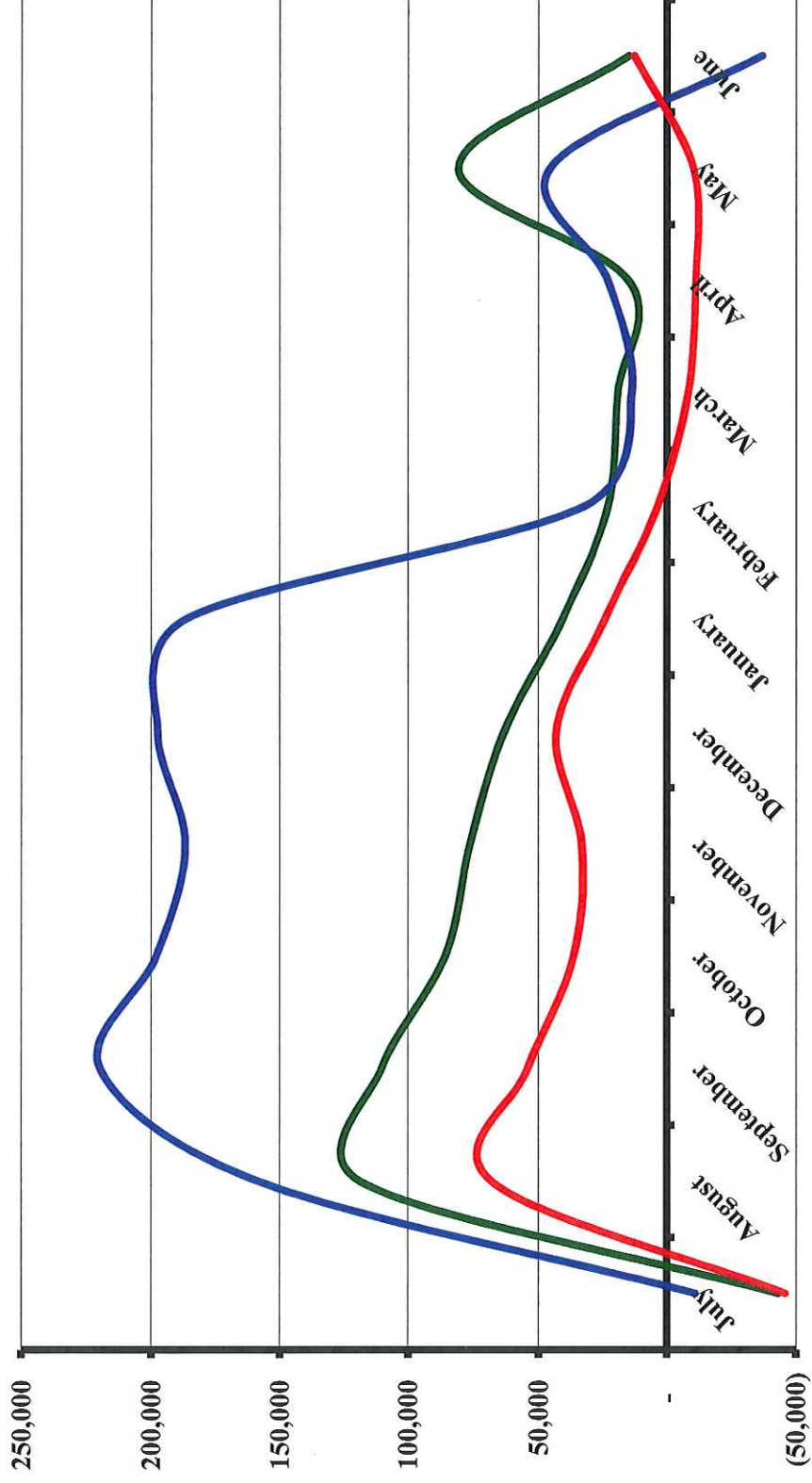
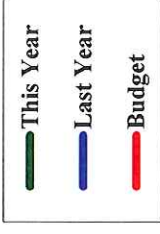


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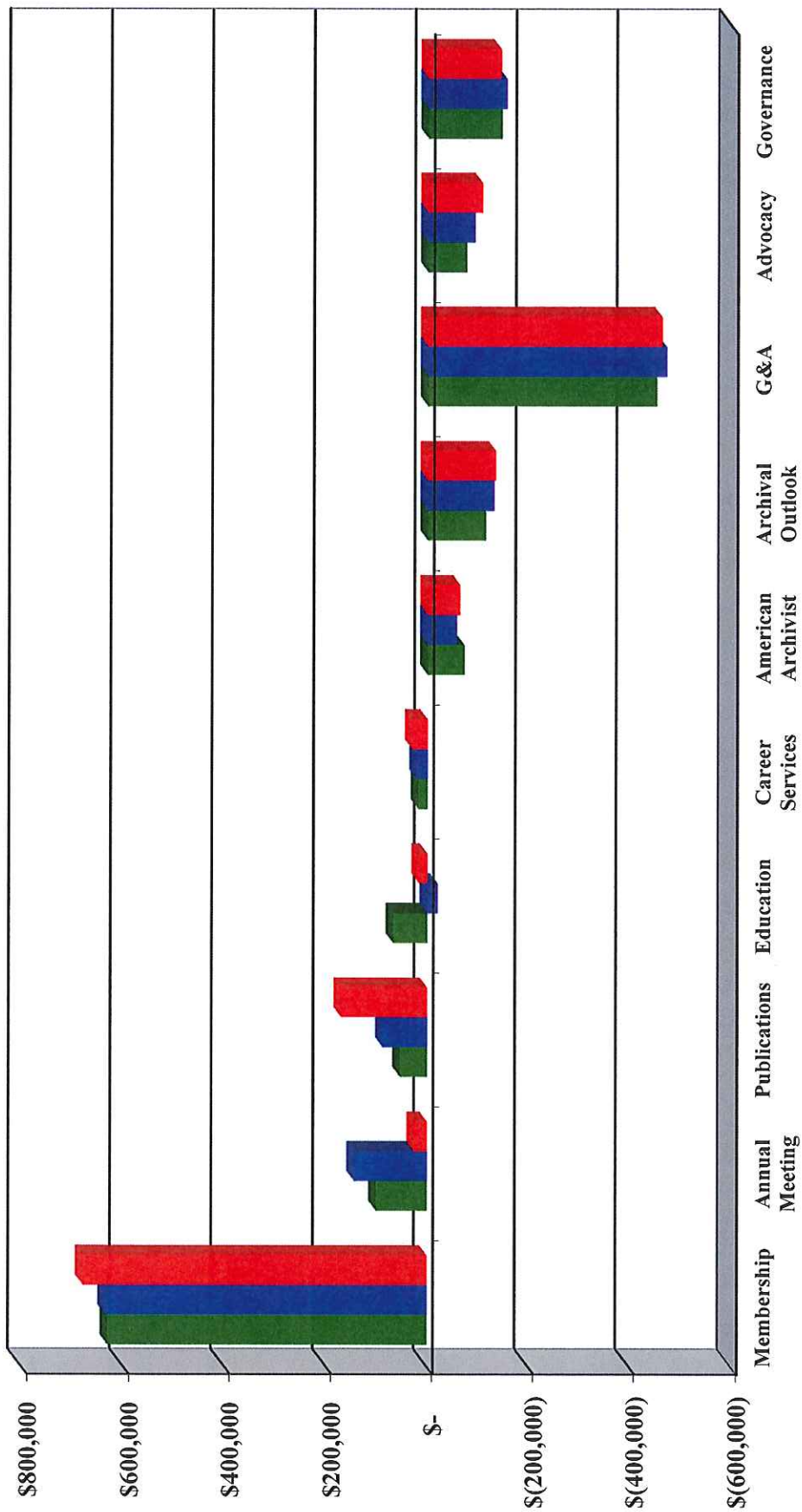
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Operations							
Memberships	\$630,980.37	\$634,971.68	\$679,259.24	(\$3,991.31)	(0.63%)	(\$48,278.87)	(7.11%)
Annual Meeting	101,883.05	144,469.13	25,860.76	(42,586.08)	(29.48%)	76,022.29	293.97%
Publications	54,052.80	88,595.60	170,548.04	(34,542.80)	(38.99%)	(116,495.24)	(68.31%)
Education	68,211.44	(19,619.45)	17,028.96	87,830.89	(447.67%)	51,182.48	300.56%
Career Services	18,696.03	21,592.14	30,794.09	(2,896.11)	(13.41%)	(12,098.06)	(39.29%)
American Archivist	(71,894.63)	(57,974.94)	(64,002.97)	(13,919.69)	24.01%	(7,891.66)	12.33%
Archival Outlook	(113,615.88)	(130,612.08)	(133,833.15)	16,996.20	(13.01%)	20,217.27	(15.11%)
General & Administrative	(453,083.70)	(471,611.89)	(463,036.79)	18,528.19	(3.93%)	9,953.09	(2.15%)
Advocacy	(75,601.21)	(91,457.84)	(106,529.39)	15,856.63	(17.34%)	30,928.18	(29.03%)
Governance	(144,815.83)	(154,770.64)	(143,250.37)	9,954.81	(6.43%)	(1,565.46)	1.09%
Operations Net Gain/(Loss)	14,812.44	(36,418.29)	12,838.42	51,230.73	(140.67%)	1,974.02	15.38%
Other Funds							
Brack Fund	(8,200.00)		106.08	(8,200.00)	0.00%	(8,306.08)	(7,830.02%)
Education Fund	(13,817.05)		(13,001.84)	(13,817.05)	0.00%	(815.21)	6.27%
Publications Fund	(30,177.16)		(31,010.60)	(30,177.16)	0.00%	833.44	(2.69%)
Preservation Fund					0.00%		0.00%
Visual Materials Fund					0.00%		0.00%
75th Anniversary Project	(6,000.62)		(1,855.00)	(6,000.62)	0.00%	(4,145.62)	223.48%
Delmas Grant					0.00%		0.00%
Other Funds Net Gain/(Loss)	(58,194.83)		(45,761.36)	(58,194.83)	0.00%	(12,433.47)	27.17%
Total Net Gain/(Loss)	(43,382.39)	(36,418.29)	(32,922.94)	(6,964.10)	19.12%	(10,459.45)	31.77%

Operations Cumulative Net Gain/Loss



Net Gain Or Loss By Cost Center

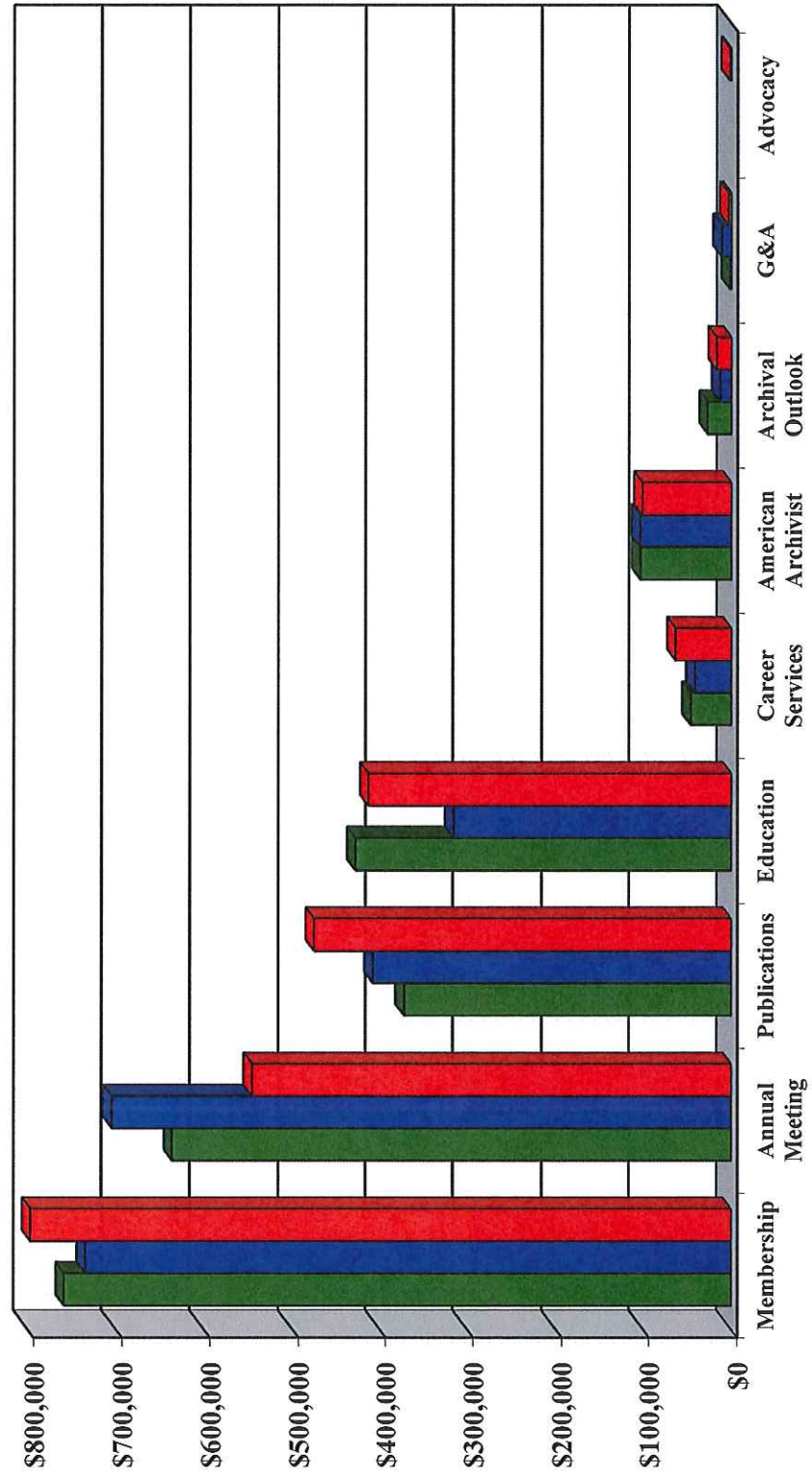
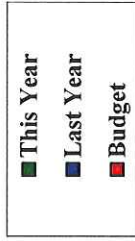


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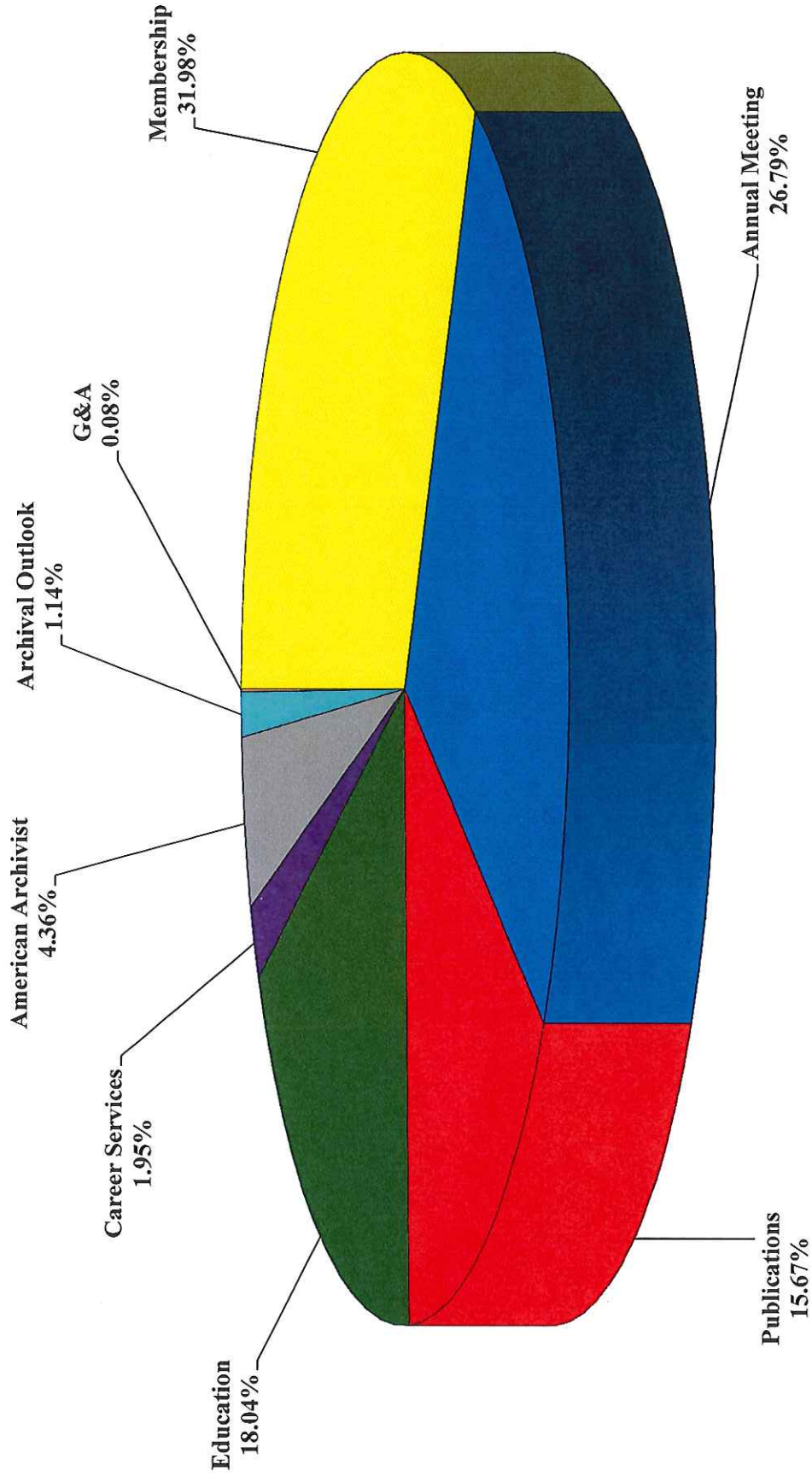
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Revenues							
Membership	\$759,287.25	\$734,652.95	\$796,842.64	\$24,634.30	3.35%	(\$37,555.39)	(4.71)%
Annual Meeting	636,170.02	704,905.50	545,667.43	(68,735.48)	(9.75)%	90,502.59	16.59%
Publications	371,973.69	408,430.17	475,718.71	(36,456.48)	(8.93)%	(103,745.02)	(21.81)%
Education	428,466.95	315,884.25	413,510.00	112,582.70	35.64%	14,956.95	3.62%
Career Services	46,220.80	42,096.30	63,679.96	4,124.50	9.80%	(17,459.16)	(27.42)%
American Archivist	103,516.90	103,861.53	101,290.00	(344.63)	(0.33)%	2,226.90	2.20%
Archival Outlook	27,052.90	12,884.80	16,599.96	14,168.10	109.96%	10,452.94	62.97%
General & Administrative	1,855.03	11,091.20	3,652.47	(9,236.17)	(83.27)%	(1,797.44)	(49.21)%
Advocacy			2,000.00		0.00%	(2,000.00)	(100.00)%
Governance					0.00%		0.00%
Operations Sub-Total	2,374,543.54	2,333,806.70	2,418,961.17	40,736.84	1.75%	(44,417.63)	(1.84)%
Other Funds	18,767.44		17,143.84	18,767.44	0.00%	1,623.60	9.47%
Total Revenues	2,393,310.98	2,333,806.70	2,436,105.01	59,504.28	2.55%	(42,794.03)	(1.76)%
Expenses							
Membership	128,306.88	99,681.27	117,583.40	28,625.61	28.72%	10,723.48	9.12%
Annual Meeting	534,286.97	560,436.37	519,806.67	(26,149.40)	(4.67)%	14,480.30	2.79%
Publications	317,920.89	319,834.57	305,170.67	(1,913.68)	(0.60)%	12,750.22	4.18%
Education	360,255.51	335,503.70	396,481.04	24,751.81	7.38%	(36,225.53)	(9.14)%
Career Services	27,524.77	20,504.16	32,885.87	7,020.61	34.24%	(5,361.10)	(16.30)%
American Archivist	175,411.53	161,836.47	165,292.97	13,575.06	8.39%	10,118.56	6.12%
Archival Outlook	140,668.78	143,496.88	150,433.11	(2,828.10)	(1.97)%	(9,764.33)	(6.49)%
General & Administrative	454,938.73	482,703.09	466,689.26	(27,764.36)	(5.75)%	(11,750.53)	(2.52)%
Advocacy	75,601.21	91,457.84	108,529.39	(15,856.63)	(17.34)%	(32,928.18)	(30.34)%
Governance	144,815.83	154,770.64	143,250.37	(9,954.81)	(6.43)%	1,565.46	1.09%
Operations Sub-Total	2,359,731.10	2,370,224.99	2,406,122.75	(10,493.89)	(0.44)%	(46,391.65)	(1.93)%
Other Funds	76,962.27		62,905.20	76,962.27	0.00%	14,057.07	22.35%
Total Expenses	2,436,693.37	2,370,224.99	2,469,027.95	66,468.38	2.80%	(32,334.58)	(1.31)%
Operations Net Gain/(Loss)	14,812.44	(36,418.29)	12,838.42	51,230.73	(140.67)%	1,974.02	15.38%
Other Funds Net Gain/(Loss)	(58,194.83)		(45,761.36)	(58,194.83)	0.00%	(12,433.47)	27.17%
Total Net Gain/(Loss)	(43,382.39)	(36,418.29)	(32,922.94)	(6,964.10)	19.12%	(10,459.45)	31.77%

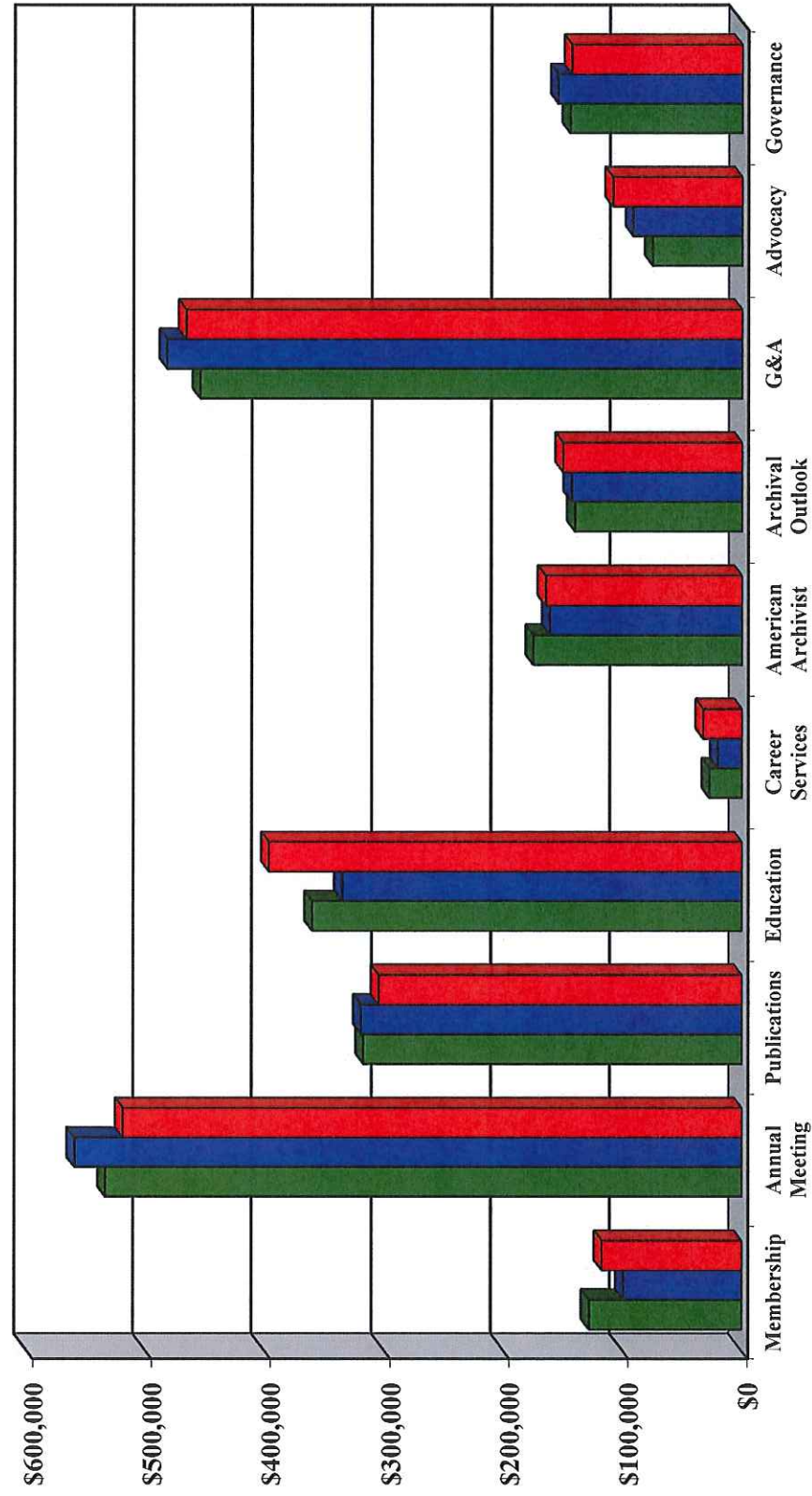
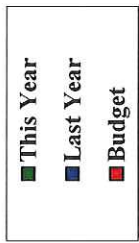
Revenues By Cost Center



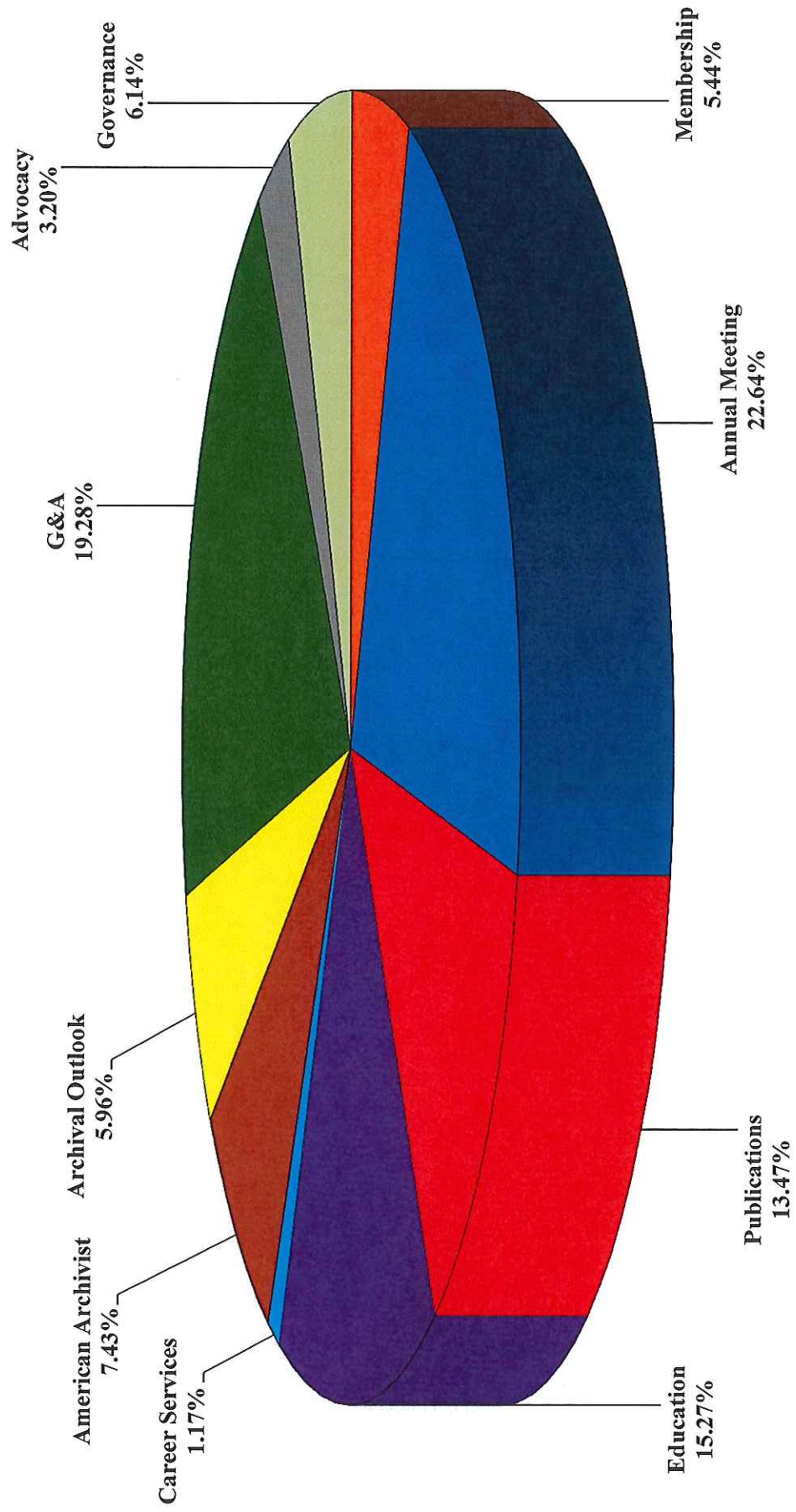
SAA Revenues by Cost Center



Expenses By Cost Center



SAA Expenses by Cost Center



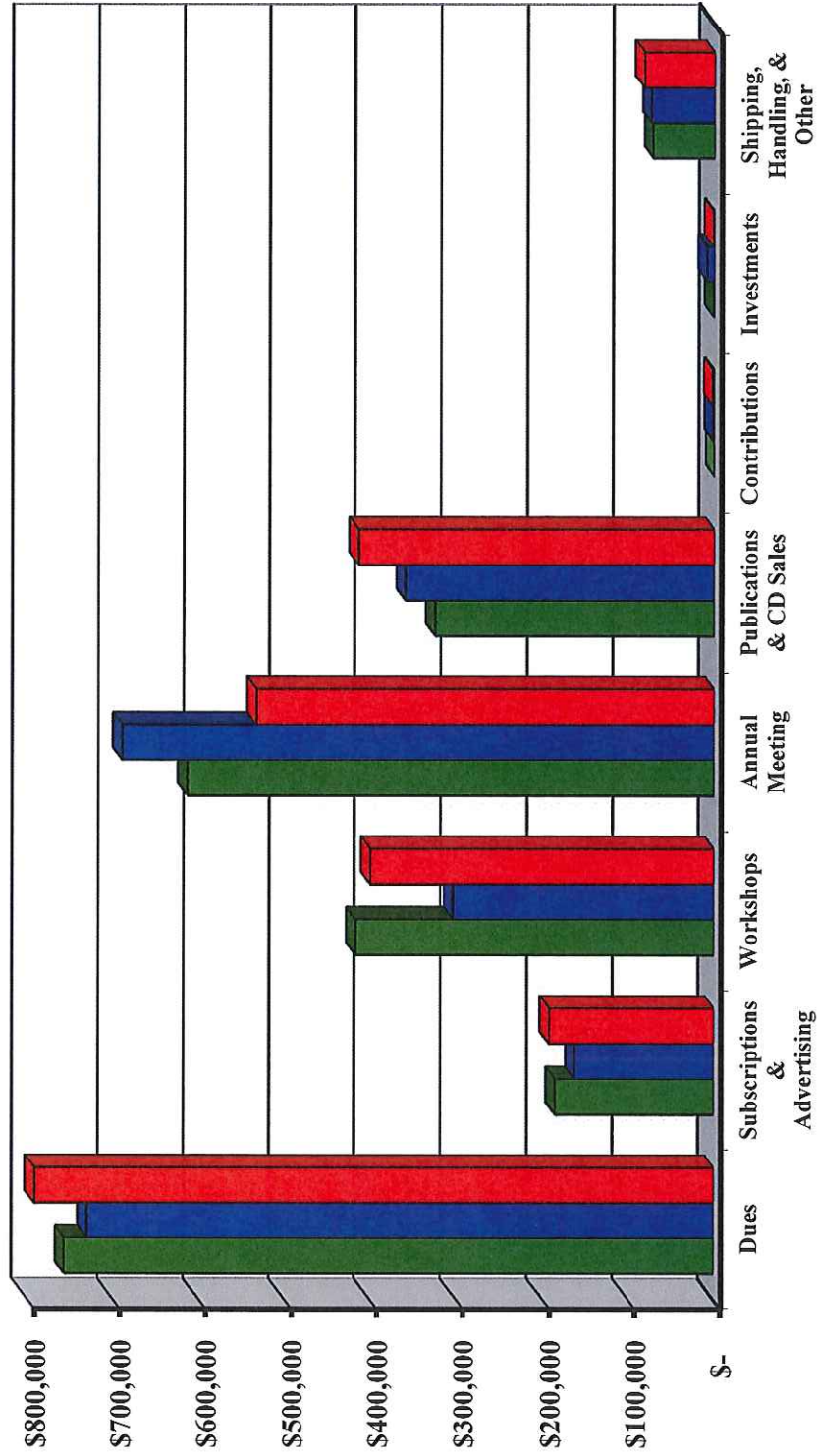
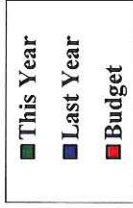
Society of American Archivists
Consolidated Statement of Activities
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year		This Year Vs. Budget	
				\$ Variance	% Variance	\$ Variance	% Variance
Income							
Dues	\$757,508.05	\$731,216.95	\$791,967.64	\$26,291.10	3.60%	(\$34,459.59)	(4.35%)
Subscriptions & Advertising	186,243.95	163,270.05	193,069.92	22,973.90	14.07%	(6,825.97)	(3.54%)
Workshops	417,162.70	304,031.00	400,010.00	113,131.70	37.21%	17,152.70	4.29%
Annual Meeting	614,465.02	690,210.50	533,667.43	(75,745.48)	(10.97%)	80,797.59	15.14%
Publications & CD Sales	325,033.24	359,691.05	422,918.71	(34,657.81)	(9.64%)	(97,885.47)	(23.15%)
Contributions	10,701.00	1,465.00	7,728.04	9,236.00	630.44%	2,972.96	38.47%
Investments	1,469.19	9,165.81	4,068.27	(7,696.62)	(83.97%)	(2,599.08)	(63.89%)
Shipping, Handling, & Other	80,727.83	74,756.34	82,675.00	5,971.49	7.99%	(1,947.17)	(2.36%)
Total Income	2,393,310.98	2,333,806.70	2,436,105.01	59,504.28	2.55%	(42,794.03)	(1.76%)
Expenses							
Salaries, Wages, & Benefits	871,183.42	870,635.20	905,219.96	548.22	0.06%	(34,036.54)	(3.76%)
Office Occupancy & Utilities	91,824.24	90,214.84	90,343.77	1,609.40	1.78%	1,480.47	1.64%
Services	972,989.36	969,284.96	1,061,246.79	3,704.40	0.38%	(88,257.43)	(8.32%)
Supplies	29,866.53	20,496.85	14,250.01	9,369.68	45.71%	15,616.52	109.59%
Travel	165,066.54	118,755.66	163,208.00	46,310.88	39.00%	1,858.54	1.14%
Leases, Rentals, & Licenses	46,082.36	43,160.73	42,857.09	2,921.63	6.77%	3,225.27	7.53%
Taxes, Dues, & Subscriptions	21,895.21	23,464.97	18,642.00	(1,569.76)	(6.69%)	3,253.21	17.45%
Depreciation, Cost of Goods Sold & Other	237,785.71	234,735.82	173,260.33	3,049.89	1.30%	64,525.38	37.24%
Total Expenses	2,436,693.37	2,370,749.03	2,469,027.95	65,944.34	2.78%	(32,334.58)	(1.31%)
Net Gain or (Loss)	(43,382.39)	(36,942.33)	(32,922.94)	(6,440.06)	17.43%	(10,459.45)	31.77%

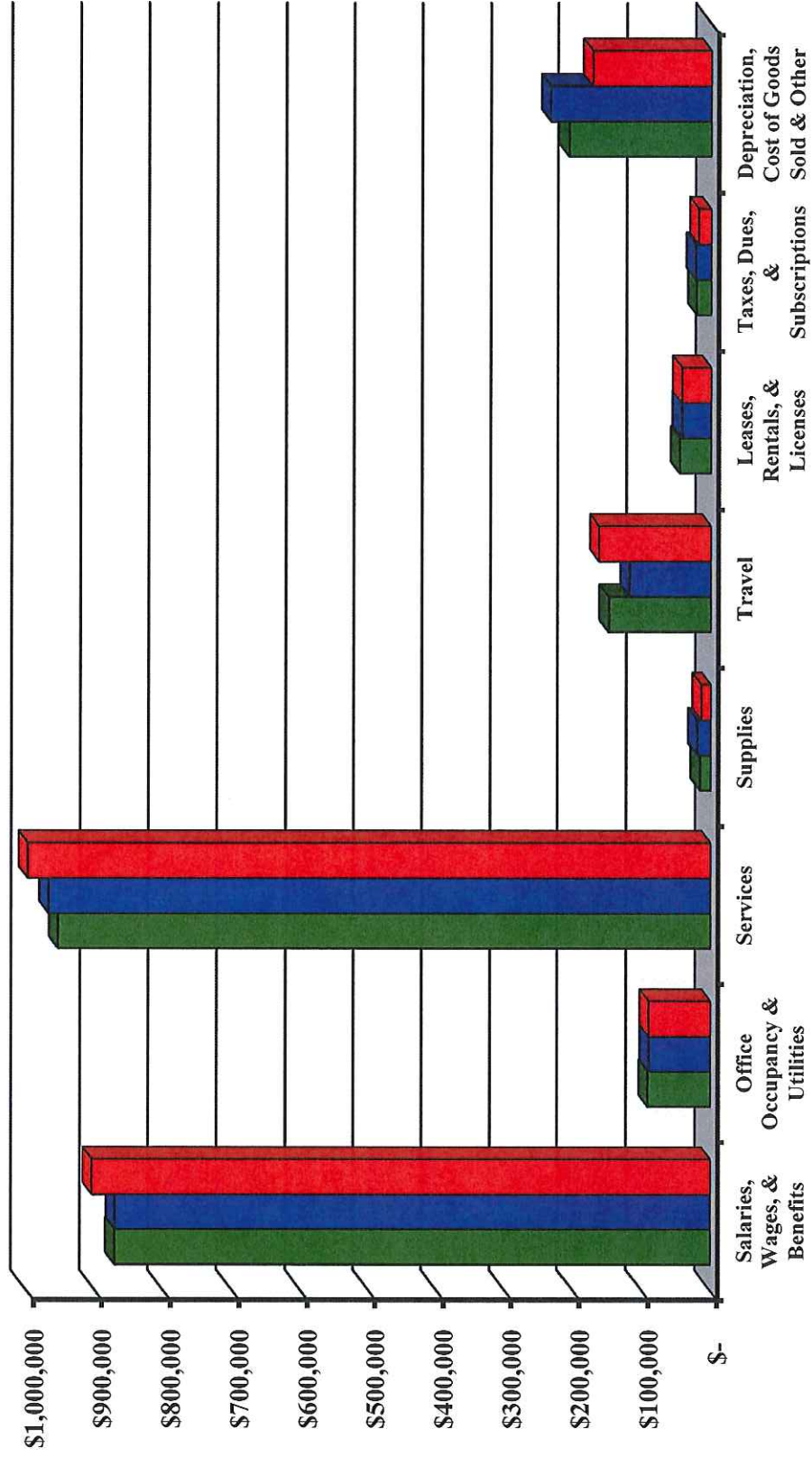
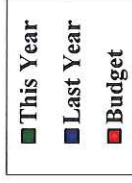
Society of American Archivists
SAA Operations
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues	\$757,508.05	\$731,216.95	\$791,967.64	\$26,291.10	3.60%	(\$34,459.59)	(4.35%)
Subscriptions & Advertising	186,243.95	163,270.05	193,069.92	22,973.90	14.07%	(6,825.97)	(3.54%)
Workshops	417,162.70	304,031.00	400,010.00	113,131.70	37.21%	17,152.70	4.29%
Annual Meeting	614,465.02	690,210.50	533,667.43	(75,745.48)	(10.97%)	80,797.59	15.14%
Publications & CD Sales	325,033.24	359,691.05	413,918.71	(34,657.81)	(9.64%)	(88,885.47)	(21.47%)
Contributions	1.00	1,465.00	2,100.00	(1,464.00)	(99.93%)	(2,099.00)	(99.95%)
Investments	1,469.19	9,165.81	1,552.47	(7,696.62)	(83.97%)	(83.28)	(5.36%)
Shipping, Handling, & Other	72,660.39	74,756.34	82,675.00	(2,095.95)	(2.80%)	(10,014.61)	(12.11%)
Total Income	2,374,543.54	2,333,806.70	2,418,961.17	40,736.84	1.75%	(44,417.63)	(1.84%)
Expenses							
Salaries, Wages, & Benefits	871,183.42	870,635.20	905,219.96	548.22	0.06%	(34,036.54)	(3.76%)
Office Occupancy & Utilities	91,824.24	90,214.84	90,143.73	1,609.40	1.78%	1,680.51	1.86%
Services	955,051.25	969,284.96	998,671.63	(14,233.71)	(1.47%)	(43,620.38)	(4.37%)
Supplies	16,618.48	20,496.85	14,120.01	(3,878.37)	(18.92%)	2,498.47	17.69%
Travel	149,048.36	118,755.66	163,208.00	30,292.70	25.51%	(14,159.64)	(8.68%)
Leases, Rentals, & Licenses	46,082.36	43,160.73	42,857.09	2,921.63	6.77%	3,225.27	7.53%
Taxes, Dues, & Subscriptions	21,895.21	23,464.97	18,642.00	(1,569.76)	(6.69%)	3,253.21	17.45%
Depreciation, Cost of Goods Sold & Other	208,027.78	234,735.82	173,260.33	(26,708.04)	(11.38%)	34,767.45	20.07%
Total Expenses	2,359,731.10	2,370,749.03	2,406,122.75	(11,017.93)	(0.46%)	(46,391.65)	(1.93%)
Net Gain or (Loss)	14,812.44	(36,942.33)	12,838.42	51,754.77	(140.10%)	1,974.02	15.38%

Operations Revenue Comparison



Operations Expense Comparison



Society of American Archivists
Operational Revenue Centers
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$757,508.05	\$731,216.95	\$791,967.64	\$26,291.10	3.60%	(\$34,459.59)	(4.35%)
Subscriptions & Advertising	64,937.05	55,787.55	78,729.96	9,149.50	16.40%	(13,792.91)	(17.52%)
Workshops	417,162.70	304,031.00	400,010.00	113,131.70	37.21%	17,152.70	4.29%
Annual Meeting	614,465.02	690,210.50	530,667.43	(75,745.48)	(10.97%)	83,797.59	15.79%
Publications & CD Sales	325,033.24	359,691.05	413,918.71	(34,657.81)	(9.64%)	(88,885.47)	(21.47%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	63,012.65	65,032.12	80,125.00	(2,019.47)	(3.11%)	(17,112.35)	(21.36%)
Total Income	2,242,118.71	2,205,969.17	2,295,418.74	36,149.54	1.64%	(53,300.03)	(2.32%)
Expenses							
Salaries, Wages, & Benefits	424,750.67	424,268.72	442,998.27	481.95	0.11%	(18,247.60)	(4.12%)
Office Occupancy & Utilities	45,271.27	44,422.36	44,313.47	848.91	1.91%	957.80	2.16%
Services	584,777.63	580,000.37	620,671.68	4,777.26	0.82%	(35,894.05)	(5.78%)
Supplies	9,472.08	15,326.60	9,597.51	(5,854.52)	(38.20%)	(125.43)	(1.31%)
Travel	117,461.29	76,979.03	115,269.00	40,482.26	52.59%	2,192.29	1.90%
Leases, Rentals, & Licenses	36,053.27	29,689.42	30,573.67	6,363.85	21.43%	5,479.60	17.92%
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	147,630.81	164,304.57	108,014.05	(16,673.76)	(10.15%)	39,616.76	36.68%
Total Expenses	1,368,295.02	1,335,960.07	1,371,927.65	32,334.95	2.42%	(3,632.63)	(0.26%)
Net Gain or (Loss)	873,823.69	870,009.10	923,491.09	3,814.59	0.44%	(49,667.40)	(5.38%)

Society of American Archivists
 Membership
 For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	\$757,508.05	\$731,216.95	\$791,967.64	\$26,291.10	3.60%	(\$34,459.59)	(4.35%)
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	<u>1,779.20</u> <u>759,287.25</u>	<u>3,436.00</u> <u>734,652.95</u>	<u>4,875.00</u> <u>796,842.64</u>	<u>(1,656.80)</u> <u>24,634.30</u>	<u>(48.22%)</u> <u>3.35%</u>	<u>(3,095.80)</u> <u>(37,555.39)</u>	<u>(63.50%)</u> <u>(4.71%)</u>
Expenses							
Salaries, Wages, & Benefits	91,449.83	76,357.83	78,661.99	15,092.00	19.76%	12,787.84	16.26%
Office Occupancy & Utilities	9,521.53	7,842.62	7,885.40	1,678.91	21.41%	1,636.13	20.75%
Services	12,765.91	9,541.58	20,085.91	3,224.33	33.79%	(7,320.00)	(36.44%)
Supplies	1,905.47	2,816.45	2,335.82	(910.98)	(32.34%)	(430.35)	(18.42%)
Travel	889.49	570.14	1,715.00	319.35	56.01%	(825.51)	(48.13%)
Leases, Rentals, & Licenses	1,622.94	2,108.65	2,404.28	(485.71)	(23.03%)	(781.34)	(32.50%)
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	<u>128,306.88</u>	<u>99,681.27</u>	<u>117,583.40</u>	<u>28,625.61</u>	<u>28.72%</u>	<u>10,723.48</u>	<u>9.12%</u>
Net Gain or (Loss)	<u>630,980.37</u>	<u>634,971.68</u>	<u>679,259.24</u>	<u>(3,991.31)</u>	<u>(0.63%)</u>	<u>(48,278.87)</u>	<u>(7.11%)</u>

Society of American Archivists
Annual Meeting
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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	614,465.02	690,210.50	530,667.43	(75,745.48)	60.13%	83,797.59	44.57%
Annual Meeting Publications & CD Sales					0.00%		0.00%
Contributions					(10.97%)		15.79%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
	9,055.00	6,795.00	6,250.00	2,260.00	0.00%	2,805.00	0.00%
Total Income	636,170.02	704,905.50	545,667.43	(68,735.48)	33.26%	90,502.59	44.88%
					(9.75%)		16.59%
Expenses							
Salaries, Wages, & Benefits	124,507.91	135,249.47	134,823.84	(10,741.56)	(7.94%)	(10,315.93)	(7.65%)
Office Occupancy & Utilities	12,773.48	13,914.17	13,513.16	(1,140.69)	(8.20%)	(739.68)	(5.47%)
Services	325,532.48	346,082.44	331,382.41	(20,549.96)	(5.94%)	(5,849.93)	(1.77%)
Supplies	2,486.69	6,472.78	4,181.17	(3,986.09)	(61.58%)	(1,694.48)	(40.53%)
Travel	29,584.71	13,314.85	13,210.00	16,269.86	122.19%	16,374.71	123.96%
Leases, Rentals, & Licenses	24,356.14	18,188.43	16,366.92	6,167.71	33.91%	7,989.22	48.81%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	15,045.56	27,214.23	6,329.17	(12,168.67)	(44.71%)	8,716.39	137.72%
Total Expenses	534,286.97	560,436.37	519,806.67	(26,149.40)	(4.67%)	14,480.30	2.79%
Net Gain or (Loss)	101,883.05	144,469.13	25,860.76	(42,586.08)	(29.48%)	76,022.29	293.97%

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

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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%
Subscriptions & Advertising Workshops		7,900.00		(7,900.00)	(100.00%)		0.00%
Annual Meeting Publications & CD Sales		690,210.50		(690,210.50)	(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		704,905.50		(704,905.50)	(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)		144,469.13		(144,469.13)	(100.00%)		0.00%

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

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues							
Subscriptions & Advertising	12,650.00		8,750.00	12,650.00	0.00%	3,900.00	0.00%
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	9,055.00		6,250.00	9,055.00	0.00%	2,805.00	0.00%
Shipping, Handling, & Other					0.00%		0.00%
Total Income	636,170.02		545,667.43	636,170.02	0.00%	90,502.59	44.88%
Expenses							
Salaries, Wages, & Benefits	48,852.83	86,674.21	48,466.06	(37,821.38)	(43.64%)	386.77	0.80%
Office Occupancy & Utilities	4,849.38	8,962.38	4,810.27	(4,113.00)	(45.89%)	39.11	0.81%
Services	266,747.59	57,344.93	276,774.19	209,402.66	365.16%	(10,026.60)	(3.62%)
Supplies	1,773.96	707.98	3,639.26	1,065.98	150.57%	(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	2,692.92	13,740.16	20,192.69	749.84%	9,145.45	66.56%
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	168,756.81	(165,732.63)	168,851.68	334,489.44	(201.82%)	(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 Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues							
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	75,132.60	1,437.51	84,754.15	73,695.09	5,126.58%	(9,621.55)	(11.35%)
Office Occupancy & Utilities	7,869.28	150.06	8,542.71	7,719.22	5,144.09%	(673.43)	(7.88%)
Services	58,754.03	90.64	50,674.46	58,663.39	64,721.30%	8,079.57	15.94%
Supplies	707.36	11.07	532.52	696.29	6,289.88%	174.84	32.83%
Travel	8,494.09		9,685.00	8,494.09	0.00%	(1,190.91)	(12.30%)
Leases, Rentals, & Licenses	1,461.54	37.89	2,577.67	1,423.65	3,757.32%	(1,116.13)	(43.30%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(152,418.90)	(1,727.17)	(156,766.48)	(150,691.73)	8,724.78%	4,347.58	(2.77%)
Total Expenses			0.03		0.00%	(0.03)	(100.00%)
Net Gain or (Loss)			(0.03)		0.00%	0.03	(100.00%)

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

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues							
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	522.48		1,603.63	522.48	0.00%	(1,081.15)	(67.42%)
Office Occupancy & Utilities	54.82		160.18	54.82	0.00%	(105.36)	(65.78%)
Services	30.86		3,933.76	30.86	0.00%	(3,902.90)	(99.22%)
Supplies	5.37		9.39	5.37	0.00%	(4.02)	(42.81%)
Travel	669.83			669.83	0.00%	669.83	0.00%
Leases, Rentals, & Licenses	8.99		49.09	8.99	0.00%	(40.10)	(81.69%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other	(1,292.35)		(5,756.03)	(1,292.35)	0.00%	4,463.68	(77.55%)
Total Expenses			0.02		0.00%	(0.02)	(100.00%)
Net Gain or (Loss)			(0.02)		0.00%	0.02	(100.00%)

Society of American Archivists
Publications
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales	320,160.24	353,629.05	406,718.71	(33,468.81)	(9.46%)	(86,558.47)	(21.28%)
Contributions					0.00%		0.00%
Investments	51,813.45	54,801.12	69,000.00	(2,987.67)	(5.45%)	(17,186.55)	(24.91%)
Shipping, Handling, & Other							
Total Income	371,973.69	408,430.17	475,718.71	(36,456.48)	(8.93%)	(103,745.02)	(21.81%)
Expenses							
Salaries, Wages, & Benefits	67,882.72	71,232.18	83,730.18	(3,349.46)	(4.70%)	(15,847.46)	(18.93%)
Office Occupancy & Utilities	8,123.54	8,282.22	8,313.78	(158.68)	(1.92%)	(190.24)	(2.29%)
Services	106,900.68	103,833.42	105,260.68	3,067.26	2.95%	1,640.00	1.56%
Supplies	908.60	2,951.22	604.18	(2,042.62)	(69.21%)	304.42	50.39%
Travel	6,145.76	6,447.88	6,850.00	(302.12)	(4.69%)	(704.24)	(10.28%)
Leases, Rentals, & Licenses	4,621.70	5,485.79	5,797.97	(864.09)	(15.75%)	(1,176.27)	(20.29%)
Taxes, Dues, & Subscriptions	2,878.00	280.00	2,598.00	2,598.00	927.86%	2,878.00	0.00%
Depreciation, Cost of Goods Sold & Other	120,459.89	121,321.86	94,613.88	(861.97)	(0.71%)	25,846.01	27.32%
Total Expenses	317,920.89	319,834.57	305,170.67	(1,913.68)	(0.60%)	12,750.22	4.18%
Net Gain or (Loss)	54,052.80	88,595.60	170,548.04	(34,542.80)	(38.99%)	(116,495.24)	(68.31%)

Society of American Archivists
Education
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues							
Subscriptions & Advertising	6,066.25	5,791.25	6,300.00	275.00	0.00%		0.00%
Workshops	417,162.70	304,031.00	400,010.00	113,131.70	4.75%	(233.75)	(3.71%)
Annual Meeting					37.21%	17,152.70	4.29%
Publications & CD Sales	4,873.00	6,062.00	7,200.00	(1,189.00)	0.00%	(2,327.00)	0.00%
Contributions					(19.61%)		(32.32%)
Investments					0.00%		0.00%
Shipping, Handling, & Other	365.00			365.00	0.00%	365.00	0.00%
Total Income	428,466.95	315,884.25	413,510.00	112,582.70	35.64%	14,956.95	3.62%
Expenses							
Salaries, Wages, & Benefits	136,337.35	137,432.01	141,617.05	(1,094.66)	(0.80%)	(5,279.70)	(3.73%)
Office Occupancy & Utilities	14,377.56	13,978.39	14,186.94	399.17	2.86%	190.62	1.34%
Services	117,232.28	104,581.84	136,441.68	12,650.44	12.10%	(19,209.40)	(14.08%)
Supplies	4,121.38	3,056.31	2,448.49	1,065.07	34.85%	1,672.89	68.32%
Travel	80,841.33	56,646.16	93,494.00	24,195.17	42.71%	(12,652.67)	(13.53%)
Leases, Rentals, & Licenses	5,371.96	3,795.51	5,226.88	1,576.45	41.53%	145.08	2.78%
Taxes, Dues, & Subscriptions		245.00	245.00	(245.00)	(100.00%)	(245.00)	(100.00%)
Depreciation, Cost of Goods Sold & Other	1,973.65	15,768.48	2,821.00	(13,794.83)	(87.48%)	(847.35)	(30.04%)
Total Expenses	360,255.51	335,503.70	396,481.04	24,751.81	7.38%	(36,225.53)	(9.14%)
Net Gain or (Loss)	68,211.44	(19,619.45)	17,028.96	87,830.89	(447.67%)	51,182.48	300.56%

Society of American Archivists
Career Services
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	46,220.80	42,096.30	63,679.96	4,124.50	0.00%	(17,459.16)	0.00%
Subscriptions & Advertising Workshops					9.80%		(27.42%)
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	46,220.80	42,096.30	63,679.96	4,124.50	9.80%	(17,459.16)	(27.42%)
Expenses							
Salaries, Wages, & Benefits	4,572.86	3,997.23	4,165.21	575.63	14.40%	407.65	9.79%
Office Occupancy & Utilities	475.16	404.96	414.19	70.20	17.34%	60.97	14.72%
Services	22,346.28	15,961.09	27,501.00	6,385.19	40.00%	(5,154.72)	(18.74%)
Supplies	49.94	29.84	27.85	20.10	67.36%	22.09	79.32%
Travel					0.00%		0.00%
Leases, Rentals, & Licenses	80.53	111.04	777.62	(30.51)	(27.48%)	(697.09)	(89.64%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	27,524.77	20,504.16	32,885.87	7,020.61	34.24%	(5,361.10)	(16.30%)
Net Gain or (Loss)	18,696.03	21,592.14	30,794.09	(2,896.11)	(13.41%)	(12,098.06)	(39.29%)

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

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	121,306.90	107,482.50	114,339.96	13,824.40	0.00%	6,966.94	0.00%
Subscriptions & Advertising Workshops					12.86%		6.09%
Annual Meeting			1,000.00		0.00%	(1,000.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other	9,262.90	9,263.83	2,550.00	(0.93)	0.00%	6,712.90	0.00%
Total Income	130,569.80	116,746.33	117,889.96	13,823.47	(0.01%)	12,679.84	263.25%
Expenses							
Salaries, Wages, & Benefits	90,953.48	89,402.95	92,766.11	1,550.53	1.73%	(1,812.63)	(1.95%)
Office Occupancy & Utilities	9,408.63	9,100.17	9,217.77	308.46	3.39%	190.86	2.07%
Services	208,341.19	198,526.34	199,488.40	9,814.85	4.94%	8,852.79	4.44%
Supplies	1,043.04	936.24	866.87	106.80	11.41%	176.17	20.32%
Travel	4,033.69	4,363.82	9,765.00	(330.13)	(7.57%)	(5,731.31)	(58.69%)
Leases, Rentals, & Licenses	1,805.28	2,508.83	3,376.93	(703.55)	(28.04%)	(1,571.65)	(46.54%)
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	316,080.31	305,333.35	315,726.08	10,746.96	3.52%	354.23	0.11%
Net Gain or (Loss)	(185,510.51)	(188,587.02)	(197,836.12)	3,076.51	(1.63%)	12,325.61	(6.23%)

Society of American Archivists
American Archivist
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	97,734.00	98,379.50	99,840.00	(645.50)	0.00%	(2,106.00)	0.00%
Subscriptions & Advertising Workshops					(0.66%)		(2.11%)
Annual Meeting			1,000.00		0.00%	(1,000.00)	0.00%
Publications & CD Sales					0.00%		(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other					0.00%		0.00%
	5,782.90	5,482.03	450.00	300.87	5.49%	5,332.90	1,185.09%
Total Income	103,516.90	103,861.53	101,290.00	(344.63)	(0.33%)	2,226.90	2.20%
Expenses							
Salaries, Wages, & Benefits	39,069.27	35,450.26	36,548.30	3,619.01	10.21%	2,520.97	6.90%
Office Occupancy & Utilities	4,044.38	3,613.95	3,632.59	430.43	11.91%	411.79	11.34%
Services	127,005.83	117,230.84	113,452.70	9,774.99	8.34%	13,553.13	11.95%
Supplies	471.38	341.24	456.38	130.14	38.14%	15.00	3.29%
Travel	3,934.69	4,192.32	9,545.00	(257.63)	(6.15%)	(5,610.31)	(58.78%)
Leases, Rentals, & Licenses	885.98	1,007.86	1,658.00	(121.88)	(12.09%)	(772.02)	(46.56%)
Taxes, Dues, & Subscriptions					0.00%		0.00%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	175,411.53	161,836.47	165,292.97	13,575.06	8.39%	10,118.56	6.12%
Net Gain or (Loss)	(71,894.63)	(57,974.94)	(64,002.97)	(13,919.69)	24.01%	(7,891.66)	12.33%

Society of American Archivists
Archival Outlook
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	This Year Vs. Last Year % Variance	This Year Vs. Budget \$ Variance	This Year Vs. Budget % Variance
Income							
Dues	23,572.90	9,103.00	14,499.96	14,469.90	0.00%	9,072.94	0.00%
Subscriptions & Advertising Workshops					158.96%		62.57%
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%
	3,480.00	3,781.80	2,100.00	(301.80)	(7.98%)	1,380.00	65.71%
Total Income	27,052.90	12,884.80	16,599.96	14,168.10	109.96%	10,452.94	62.97%
Expenses							
Salaries, Wages, & Benefits	51,884.21	53,952.69	56,217.81	(2,068.48)	(3.83%)	(4,333.60)	(7.71%)
Office Occupancy & Utilities	5,364.25	5,486.22	5,585.18	(121.97)	(2.22%)	(220.93)	(3.96%)
Services	81,335.36	81,295.50	86,035.70	39.86	0.05%	(4,700.34)	(5.46%)
Supplies	571.66	595.00	410.49	(23.34)	(3.92%)	161.17	39.26%
Travel	99.00	171.50	220.00	(72.50)	(42.27%)	(121.00)	(55.00%)
Leases, Rentals, & Licenses	919.30	1,500.97	1,718.93	(581.67)	(38.75%)	(799.63)	(46.52%)
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	140,668.78	143,496.88	150,433.11	(2,828.10)	(1.97%)	(9,764.33)	(6.49%)
Net Gain or (Loss)	(113,615.88)	(130,612.08)	(133,833.15)	16,996.20	(13.01%)	20,217.27	(15.11%)

Society of American Archivists
Operational Expense Centers
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% 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	1.00	1,465.00	2,100.00	(1,464.00)	(99.93%)	(2,099.00)	(99.95%)
Investments	1,469.19	9,165.81	1,552.47	(7,696.62)	(83.97%)	(83.28)	(5.36%)
Shipping, Handling, & Other	384.84	460.39		(75.55)	(16.41%)	384.84	0.00%
Total Income	1,855.03	11,091.20	5,652.47	(9,236.17)	(83.27%)	(3,797.44)	(67.18%)
Expenses							
Salaries, Wages, & Benefits	355,479.27	356,963.53	369,455.58	(1,484.26)	(0.42%)	(13,976.31)	(3.78%)
Office Occupancy & Utilities	37,144.34	36,692.31	36,612.49	452.03	1.23%	531.85	1.45%
Services	161,932.43	190,758.25	178,511.55	(28,825.82)	(15.11%)	(16,579.12)	(9.29%)
Supplies	6,103.36	4,234.01	3,655.63	1,869.35	44.15%	2,447.73	66.96%
Travel	27,553.38	37,412.81	38,174.00	(9,859.43)	(26.35%)	(10,620.62)	(27.82%)
Leases, Rentals, & Licenses	8,223.81	10,962.48	8,906.49	(2,738.67)	(24.98%)	(682.68)	(7.66%)
Taxes, Dues, & Subscriptions	18,522.21	22,000.97	17,907.00	(3,478.76)	(15.81%)	615.21	3.44%
Depreciation, Cost of Goods Sold & Other	60,396.97	70,431.25	65,246.28	(10,034.28)	(14.25%)	(4,849.31)	(7.43%)
Total Expenses	675,355.77	729,455.61	718,469.02	(54,099.84)	(7.42%)	(43,113.25)	(6.00%)
Net Gain or (Loss)	(673,500.74)	(718,364.41)	(712,816.55)	44,863.67	(6.25%)	39,315.81	(5.52%)

Society of American Archivists
General & Administrative
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meetings					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	1.00	1,465.00	2,100.00	(1,464.00)	(99.93%)	(2,099.00)	(99.95%)
Investments	1,469.19	9,165.81	1,552.47	(7,696.62)	(83.97%)	(83.28)	(5.36%)
Shipping, Handling, & Other	384.84	460.39		(75.55)	(16.41%)	384.84	0.00%
Total Income	1,855.03	11,091.20	3,652.47	(9,236.17)	(83.27%)	(1,797.44)	(49.21%)
Expenses							
Salaries, Wages, & Benefits	226,566.73	226,409.46	234,776.29	157.27	0.07%	(8,209.56)	(3.50%)
Office Occupancy & Utilities	23,175.58	22,651.57	22,993.25	524.01	2.31%	182.33	0.79%
Services	130,083.53	143,120.24	128,295.71	(13,036.71)	(9.11%)	1,787.82	1.39%
Supplies	3,899.29	3,065.60	2,502.67	833.69	27.20%	1,396.62	55.81%
Travel	3,330.21	5,419.83	7,119.00	(2,089.62)	(38.56%)	(3,788.79)	(53.22%)
Leases, Rentals, & Licenses	5,197.37	7,032.18	4,789.06	(1,834.81)	(26.09%)	408.31	8.53%
Taxes, Dues, & Subscriptions	2,289.05	5,097.00	967.00	(2,807.95)	(55.09%)	1,322.05	136.72%
Depreciation, Cost of Goods Sold & Other	60,396.97	70,431.25	65,246.28	(10,034.28)	(14.25%)	(4,849.31)	(7.43%)
Total Expenses	454,938.73	483,227.13	466,689.26	(28,288.40)	(5.85%)	(11,750.53)	(2.52%)
Net Gain or (Loss)	(453,083.70)	(472,135.93)	(463,036.79)	19,052.23	(4.04%)	9,953.09	(2.15%)

Society of American Archivists
Governance
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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					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	84,490.50	78,905.19	77,508.24	5,585.31	7.08%	6,982.26	9.01%
Office Occupancy & Utilities	9,327.40	8,835.49	7,701.23	491.91	5.57%	1,626.17	21.12%
Services	19,897.12	29,358.44	24,183.71	(9,461.32)	(32.23%)	(4,286.59)	(17.73%)
Supplies	1,519.05	750.60	742.99	768.45	102.38%	776.06	104.45%
Travel	23,657.97	30,328.35	26,310.00	(6,670.38)	(21.99%)	(2,652.03)	(10.08%)
Leases, Rentals, & Licenses	2,245.63	2,468.40	2,364.20	(222.77)	(9.02%)	(118.57)	(5.02%)
Taxes, Dues, & Subscriptions	3,678.16	4,124.17	4,440.00	(446.01)	(10.81%)	(761.84)	(17.16%)
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	<u>144,815.83</u>	<u>154,770.64</u>	<u>143,250.37</u>	<u>(9,954.81)</u>	<u>(6.43%)</u>	<u>1,565.46</u>	<u>1.09%</u>
Net Gain or (Loss)	<u>(144,815.83)</u>	<u>(154,770.64)</u>	<u>(143,250.37)</u>	<u>9,954.81</u>	<u>(6.43%)</u>	<u>(1,565.46)</u>	<u>1.09%</u>

Society of American Archivists
Advocacy

For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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	44,422.04	51,648.88	57,171.05	(7,226.84)	(13.99%)	(12,749.01)	(22.30%)
Office Occupancy & Utilities	4,641.36	5,205.25	5,918.01	(563.89)	(10.83%)	(1,276.65)	(21.57%)
Services	11,951.78	18,279.57	26,032.13	(6,327.79)	(34.62%)	(14,080.35)	(54.09%)
Supplies	685.02	417.81	409.97	267.21	63.95%	275.05	67.09%
Travel	565.20	1,664.63	4,745.00	(1,099.43)	(66.05%)	(4,179.80)	(88.09%)
Leases, Rentals, & Licenses	780.81	1,461.90	1,753.23	(681.09)	(46.59%)	(972.42)	(55.46%)
Taxes, Dues, & Subscriptions	12,555.00	12,779.80	12,500.00	(224.80)	(1.76%)	55.00	0.44%
Depreciation, Cost of Goods Sold & Other					0.00%		0.00%
Total Expenses	75,601.21	91,457.84	108,529.39	(15,856.63)	(17.34%)	(32,928.18)	(30.34%)
Net Gain or (Loss)	(75,601.21)	(91,457.84)	(106,529.39)	15,856.63	(17.34%)	30,928.18	(29.03%)

Society of American Archivists
Non-Operating Funds
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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			9,000.00		0.00%	(9,000.00)	(100.00%)
Contributions	10,700.00		5,628.04	10,700.00	0.00%	5,071.96	90.12%
Investments	8,067.44		2,515.80	8,067.44	0.00%	(2,515.80)	(100.00%)
Shipping, Handling, & Other					0.00%	8,067.44	0.00%
Total Income	18,767.44		17,143.84	18,767.44	0.00%	1,623.60	9.47%
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities			200.04		0.00%	(200.04)	(100.00%)
Services	17,938.11		62,575.16	17,938.11	0.00%	(44,637.05)	(71.33%)
Supplies	13,248.05		130.00	13,248.05	0.00%	13,118.05	10,090.81%
Travel	16,018.18			16,018.18	0.00%	16,018.18	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	76,962.27		62,905.20	76,962.27	0.00%	14,057.07	22.35%
Net Gain or (Loss)	(58,194.83)		(45,761.36)	(58,194.83)	0.00%	(12,433.47)	27.17%

Society of American Archivists
Council-Directed
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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	700.00		5,628.04	700.00	0.00%	(4,928.04)	0.00%
Investments			2,515.80		0.00%	(2,515.80)	(87.56%)
Shipping, Handling, & Other					0.00%		(100.00%)
Total Income	700.00		8,143.84	700.00	0.00%	(7,443.84)	(91.40%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	16,798.87		52,050.20	16,798.87	0.00%	(35,251.33)	(67.73%)
Supplies	319.23			319.23	0.00%	319.23	0.00%
Travel	6,018.18			6,018.18	0.00%	6,018.18	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	52,894.21		52,050.20	52,894.21	0.00%	844.01	1.62%
Net Gain or (Loss)	(52,194.21)		(43,906.36)	(52,194.21)	0.00%	(8,287.85)	18.88%

Society of American Archivists
Brack Fund
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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	100.00		441.32	100.00	0.00%	(341.32)	(77.34%)
Investments			314.76		0.00%	(314.76)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	100.00		756.08	100.00	0.00%	(656.08)	(86.77%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	8,300.00		650.00	8,300.00	0.00%	7,650.00	1,176.92%
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	8,300.00		650.00	8,300.00	0.00%	7,650.00	1,176.92%
Net Gain or (Loss)	(8,200.00)		106.08	(8,200.00)	0.00%	(8,306.08)	(7,830.92%)

Society of American Archivists
Education Fund
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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	600.00		1,742.68	600.00	0.00%	(1,142.68)	(65.57%)
Investments			855.48		0.00%	(855.48)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income	600.00		2,598.16	600.00	0.00%	(1,998.16)	(76.91%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	8,398.87		15,600.00	8,398.87	0.00%	(7,201.13)	(46.16%)
Supplies					0.00%		0.00%
Travel	6,018.18			6,018.18	0.00%	6,018.18	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	14,417.05		15,600.00	14,417.05	0.00%	(1,182.95)	(7.58%)
Net Gain or (Loss)	(13,817.05)		(13,001.84)	(13,817.05)	0.00%	(815.21)	6.27%

Society of American Archivists
Publications Fund
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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			3,444.04		0.00%	(3,444.04)	(100.00%)
Investments			1,345.56		0.00%	(1,345.56)	(100.00%)
Shipping, Handling, & Other					0.00%		0.00%
Total Income			4,789.60		0.00%	(4,789.60)	(100.00%)
Expenses							
Salaries, Wages, & Benefits					0.00%		0.00%
Office Occupancy & Utilities					0.00%		0.00%
Services	100.00		35,800.20	100.00	0.00%	(35,700.20)	(99.72%)
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		35,800.20	30,177.16	0.00%	(5,623.04)	(15.71%)
Net Gain or (Loss)	(30,177.16)		(31,010.60)	(30,177.16)	0.00%	833.44	(2.69%)

Society of American Archivists
Miscellaneous Funds
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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			200.04		0.00%		0.00%
Office Occupancy & Utilities			10,524.96		0.00%	(200.04)	(100.00%)
Services	1,139.24			1,139.24	0.00%	(9,385.72)	(89.18%)
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		10,855.00	14,068.06	0.00%	3,213.06	29.60%
Net Gain or (Loss)	(6,000.62)		(1,855.00)	(6,000.62)	0.00%	(4,145.62)	223.48%

Society of American Archivists
75th Anniversary Project
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues	8,067.44			8,067.44	0.00%		0.00%
Subscriptions & Advertising Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales			9,000.00		0.00%	(9,000.00)	(100.00%)
Contributions					0.00%		0.00%
Investments					0.00%		0.00%
Shipping, Handling, & Other				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			200.04		0.00%		0.00%
Office Occupancy & Utilities			10,524.96	1,139.24	0.00%	(200.04)	(100.00%)
Services	1,139.24				0.00%	(9,385.72)	(89.18%)
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		10,855.00	14,068.06	0.00%	3,213.06	29.60%
Net Gain or (Loss)	(6,000.62)		(1,855.00)	(6,000.62)	0.00%	(4,145.62)	223.48%

Society of American Archivists
Grants
For the Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	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 Twelve Months Ending June 30, 2012

	Year-To-Date 06/30/12	Year-To-Date 06/30/11	Budget 06/30/12	This Year Vs. Last Year \$ Variance	% Variance	This Year Vs. Budget \$ Variance	% Variance
Income							
Dues					0.00%		0.00%
Subscriptions & Advertising					0.00%		0.00%
Workshops					0.00%		0.00%
Annual Meeting					0.00%		0.00%
Publications & CD Sales					0.00%		0.00%
Contributions	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%