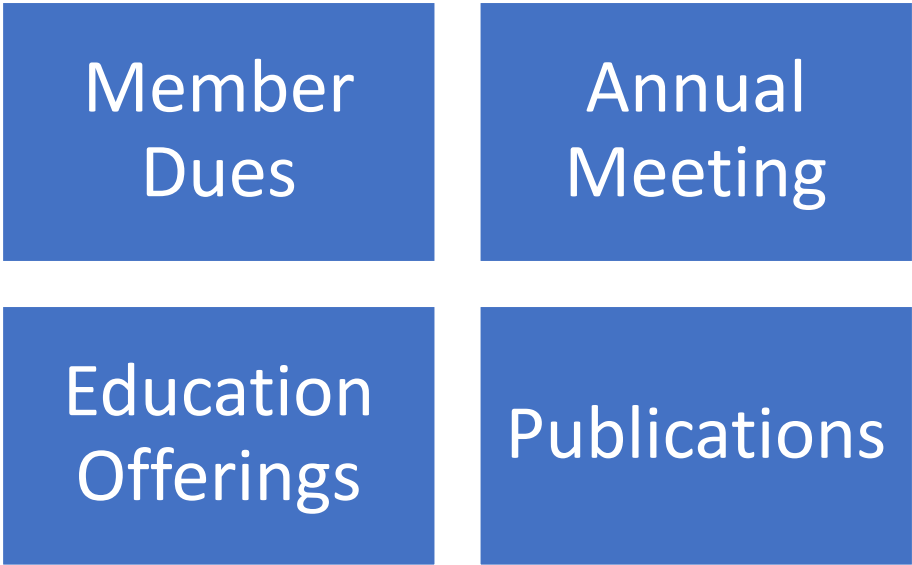
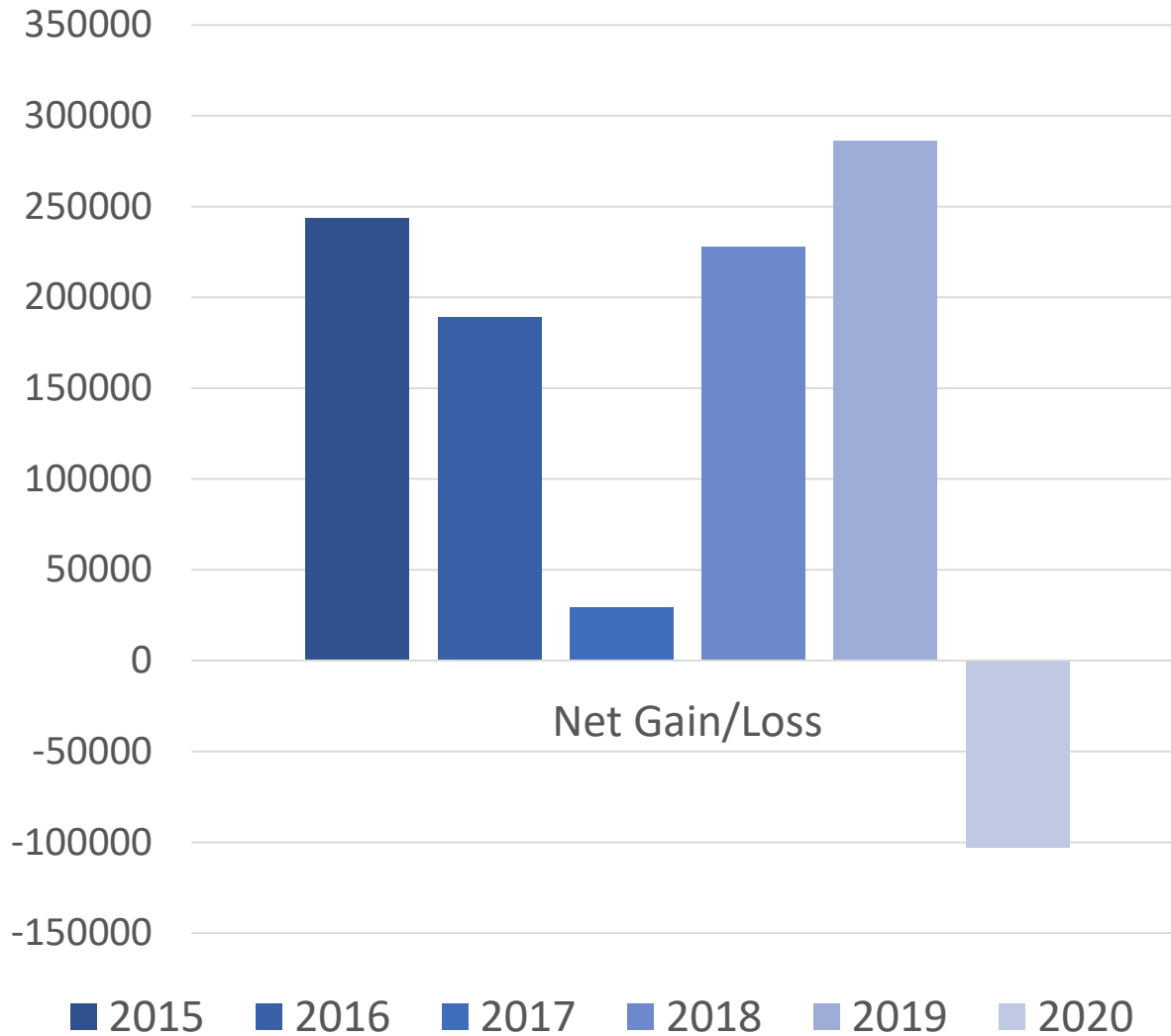


4 Major Sources of Income for SAA



Membership Programs

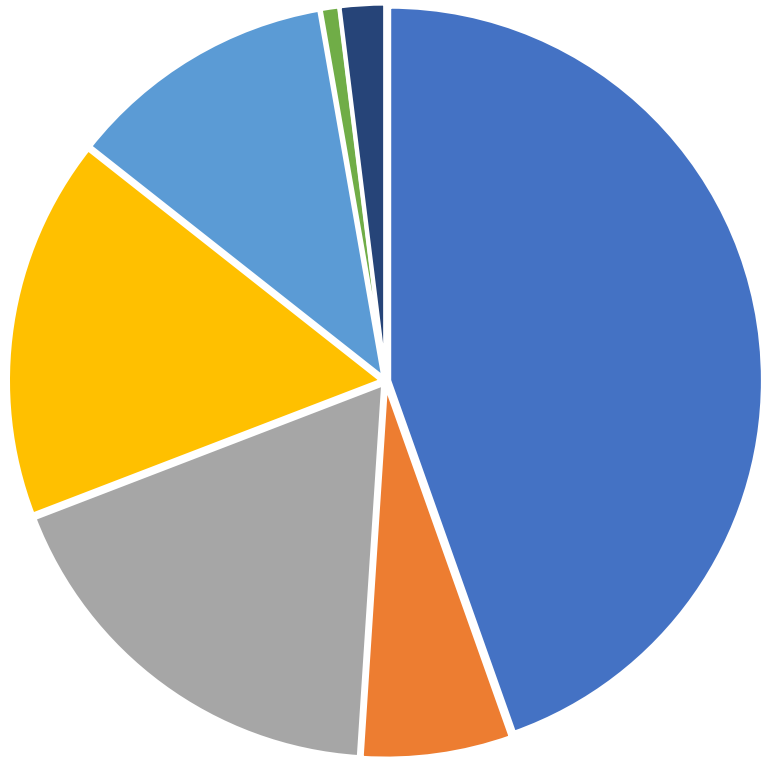




Operating Net Gain/(Loss) FY15 – FY20

YEAR	NET GAIN/LOSS
FY2015	\$243,417
FY2016	\$188,977
FY2017	\$ 29,081
FY2018	\$227,800
FY2019	\$286,000
FY2020*	(\$102,874)

Revenues



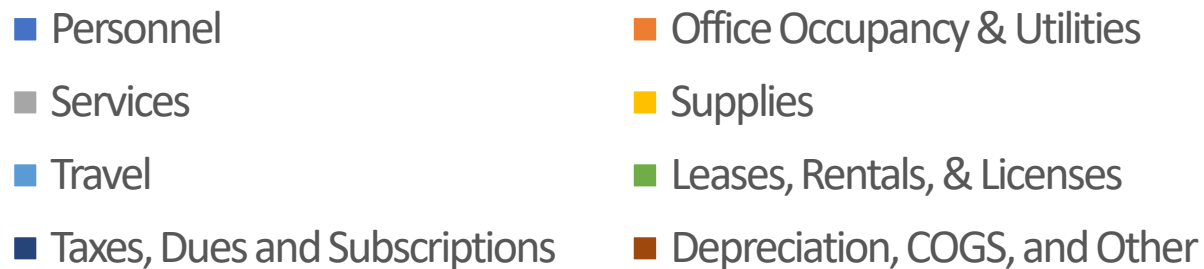
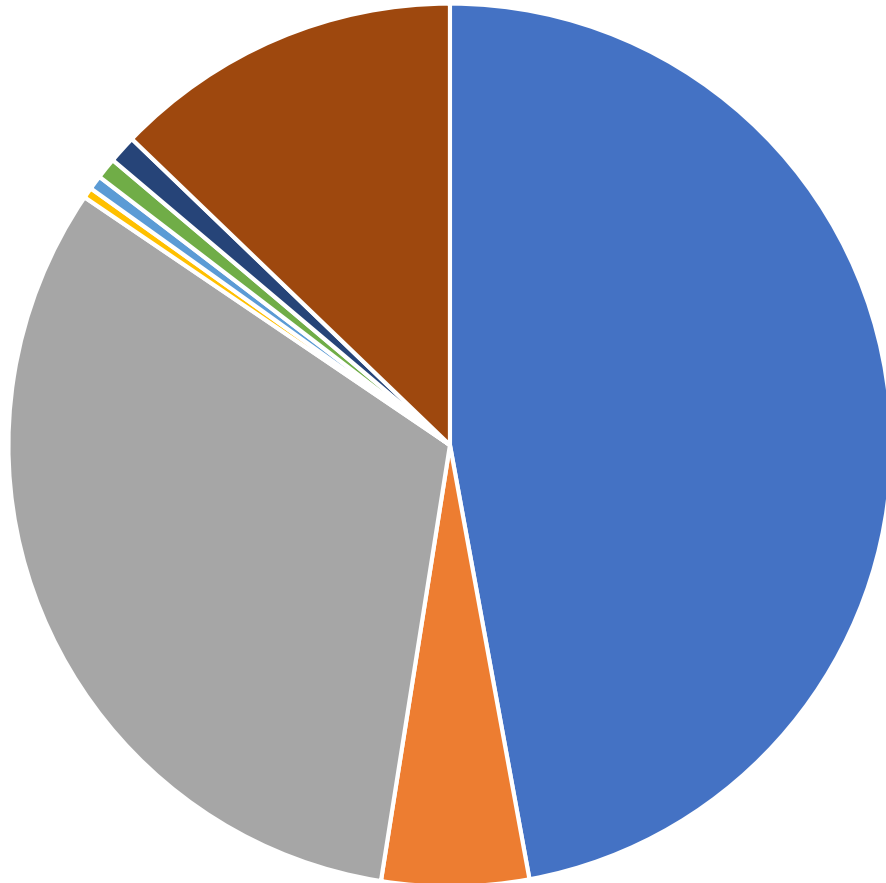
- Dues
- Education
- Publications
- Other
- Subscriptions & Advertising
- Annual Meeting
- Investments

FY 2021 Revenue Budget

REVENUES	% OF FY 2021 BUDGET	% COMPARED TO FY 2020
Dues	44.6%	(10.6%)
Education	18.1%	(26.6%)
Annual Meeting	16.5%	(53.2%)
Publications	11.6%	25.9%
Subscriptions and Advertising	6.5%	(42.8%)
Other	1.9%	18.8%
Investments	0.8%	(32.1%)

- Total Revenues Target for Fiscal Year 2021 = **\$2,107,623**
- This is **\$698,073 (24.88%)** less than FY 2020 budget

Expenses



FY 2021 Expense Budget

EXPENSES	% OF FY 2021 BUDGET	% COMPARED TO FY 2020
Personnel	47.1%	(11.6%)
Services	32.0%	(35.6%)
Depreciation, COGS, and Other	12.8%	21.8%
Office Occupancy and Utilities	5.4%	(3.0%)
Taxes, Dues and Subscriptions	1.0%	(47.4%)
Leases, Rentals and Licenses	0.8%	(63.5%)
Travel	0.0%	(100.0%)
Supplies	0.4%	(8.6%)

- Total Expenses Target for FY 2021 = **\$2,178,293**
- This is **\$664,868 (23.38%)** less than FY 2020 budget

For More SAA Financial Information:

FY 2021 Budget Approval Announcement

<https://www2.archivists.org/news/2020/council-approves-fy21-budget>

FY 2020 Year-to-Date Financial Statement (April 30)

[https://www2.archivists.org/sites/all/files/April%202020 SAA Year-To-Date-Analysis.pdf](https://www2.archivists.org/sites/all/files/April%202020%20SAA%20Year-To-Date-Analysis.pdf)

(Most recent posted in publicly available materials of every Council meeting)

FY 2019 Treasurer's Report

<https://www2.archivists.org/am2019/program/SAA-Annual-Membership-Business-Meeting>