

SOCIETY FOR CREATIVE ANACHRONISM, INC
EXECUTIVE SUMMARY - TREND
January 2020 through August 2020
Unaudited books

	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2019 Actual	2019 Budget to Date	2019 Projected EOY	2020 Budget	2020 Actual	2020 Budget to Date	2020 Projected EOY *1	Changes/Variance
Total Revenues (all sources)	\$ 1,229,655	\$ 1,187,844	\$ 1,162,232	\$ 1,203,965	\$ 1,169,308	\$ 1,177,465	\$ 1,169,308	\$ 1,200,140	\$ 816,362	\$ 1,026,520	\$ 978,346	Drop in Membership due to several factors - political issues and COVID-19, Includes revenue from NMR, Membership, TI, CA, Sock Clerk and yearly Affiliate fees.
Board-related expenses	\$ (60,079)	\$ (68,184)	\$ (85,038)	\$ (68,500)	\$ (72,695)	\$ (68,500)	\$ (72,695)	\$ (70,500)	\$ (22,690)	\$ (63,949)	\$ (15,883)	Saving money by having teleconferencing.
Salaries, Stipends & Officer costs	\$ (277,954)	\$ (250,834)	\$ (295,530)	\$ (319,159)	\$ (310,175)	\$ (313,184)	\$ (307,175)	\$ (378,449)	\$ (294,823)	\$ (309,153)	\$ (313,088)	Received ~\$38K loan for payroll
Corporate office expenses	\$ (214,551)	\$ (231,702)	\$ (214,692)	\$ (233,400)	\$ (260,708)	\$ (233,400)	\$ (260,708)	\$ (234,202)	\$ (214,004)	\$ (192,800)	\$ (256,805)	Just switched merchant account processor to reduce costs of accepting credit cards & PayPal. Part of the expense is from utilizing the event module for Gulf Wars reservations via credit card which a majority of the cost was passed on to Gulf Wars.
Professional services	\$ (219,541)	\$ (239,328)	\$ (150,045)	\$ (186,900)	\$ (217,517)	\$ (186,900)	\$ (217,517)	\$ (200,400)	\$ (191,785)	\$ (167,561)	\$ (230,143)	Increase due to modifications to website and Members Only software
Insurance	\$ (179,132)	\$ (187,017)	\$ (180,234)	\$ (225,823)	\$ (182,042)	\$ (225,790)	\$ (182,042)	\$ (188,272)	\$ (169,996)	\$ (186,272)	\$ (203,995)	Received a \$10,000 credit from insurance company and have applied for additional credit.
Publications expense	\$ (99,717)	\$ (93,515)	\$ (78,049)	\$ (101,700)	\$ (85,223)	\$ (101,700)	\$ (85,223)	\$ (104,996)	\$ (49,444)	\$ (82,583)	\$ (59,333)	Timing of the TI and CA publications affects the variance
Other Income/expense	\$ 22,099	\$ 68,487	\$ (137,063)	\$ 26,650	\$ 149,712	\$ 26,650	\$ 149,712	\$ 70,150	\$ (47,238)	\$ 60,150	\$ (56,685)	Consists of investment funds which dropped due to covid and then pulled \$200K to cover corporate expenses for two months.
Net Income/Loss	\$ 200,781	\$ 185,752	\$ 21,582	\$ 95,134	\$ 190,661	\$ 74,641	\$ 193,661	\$ 93,471	\$ (173,619)	\$ 84,353	\$ (157,585)	

- NOTES 1. Projected End of Year is based on the average for the months entered into report and then multiplied by 12. Some amounts can be skewed due to abnormal revenue stream for 2020
2. Office expenses include: rent, utilities, telephone, maintenance contracts, credit card fees, printing, postage
3. Professional fees include: bookkeeper, Outside CPA firm, yearly audit, legal services
4. Other income/expense: Investments, Capital projects

SOCIETY FOR CREATIVE ANACHRONISM, INC
EXECUTIVE SUMMARY - VARIANCE
January 2020 through August 2020
Unaudited books

	(Unfav)/fav				
	2020 Actual	2020 Budget	Variance	% Variance	Comments
Total Revenues (all sources)	\$ 816,362	\$ 1,026,520	\$ (210,158)	-25.74%	Drop in Membership due to several factors - political issues and COVID-19, Includes revenue from NMR, Membership, TI, CA, Sock Clerk and yearly Affiliate fees.
Board-related expenses	\$ (22,690)	\$ (63,949)	\$ 41,259	-181.84%	Saving money by having teleconferencing.
Salaries, Stipends & Officer costs	\$ (294,823)	\$ (309,153)	\$ 14,329	-4.86%	Received ~\$38K loan for payroll
Corporate office expenses	\$ (214,004)	\$ (192,800)	\$ (21,204)	9.91%	Just switched merchant account processor to reduce costs of accepting credit cards & PayPal. Part of the expense is from utilizing the event module for Gulf Wars reservations via credit card which a majority of the cost was passed on to Gulf Wars.
Professional services	\$ (191,785)	\$ (167,561)	\$ (24,225)	12.63%	Increase due to modifications to website and Members Only software
Insurance	\$ (169,996)	\$ (186,272)	\$ 16,276	-9.57%	
Publications expense	\$ (49,444)	\$ (82,583)	\$ 33,139	-67.02%	Timing of the TI and CA publications affects the variance
Other Income/expense	\$ (47,238)	\$ 60,150	\$ (107,388)	227.33%	Consists of investment funds which dropped due to covid and then pulled \$200K to cover corporate expenses for two months.
NET Income/Loss	\$ (173,618.86)	\$ 84,353.16	\$ (257,972.02)	148.59%	

Monthly renewals/new memberships

Membership sales summary	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Total
Sustaining/Intl Members	960	746	540	290	289	806	837						4468
Family Members	554	411	299	155	157	426	476						2478
Associate Members	276	266	155	50	50	154	209						1160
TI	52	56	41	27	25	82	67						350
CA	50	45	41	19	23	74	62						314
Board Proceedings	2	1	4	4	1	6	3						21
Printed Kingdom Newsletters	64	32	31	23	24	55	57						286