

SOCIETY FOR CREATIVE ANACHRONISM, INC
EXECUTIVE SUMMARY - TREND
January 2020 through December 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 '11	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	\$ 907,909	\$ 1,173,682	\$ 907,909	Drop in Membership due to several factors - political issues and COVID-19, Includes revenue from NMR, Membership, TI, CA, Stock Clerk and yearly Affiliate fees.
Board-related expenses	\$ (60,079)	\$ (68,184)	\$ (85,038)	\$ (68,500)	\$ (72,695)	\$ (68,500)	\$ (72,695)	\$ (70,500)	\$ (22,720)	\$ (70,500)	\$ (22,720)	Saved money by having teleconferencing.
Salaries, Stipends & Officer costs	\$ (277,954)	\$ (250,834)	\$ (295,530)	\$ (319,159)	\$ (310,175)	\$ (313,184)	\$ (307,175)	\$ (378,449)	\$ (361,258)	\$ (377,999)	\$ (320,258)	Received ~\$38K loan for payroll
Corporate office expenses	\$ (214,551)	\$ (231,702)	\$ (214,692)	\$ (233,400)	\$ (260,708)	\$ (233,400)	\$ (260,708)	\$ (234,202)	\$ (239,906)	\$ (274,036)	\$ (239,906)	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)	\$ (251,179)	\$ (200,501)	\$ (251,179)	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)	\$ (174,078)	\$ (188,272)	\$ (175,254)	Received credits from insurance company due to not having events.
Publications expense	\$ (99,717)	\$ (93,515)	\$ (78,049)	\$ (101,700)	\$ (85,223)	\$ (101,700)	\$ (85,223)	\$ (104,996)	\$ (62,188)	\$ (104,975)	\$ (62,188)	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	\$ 3,470	\$ 75,150	\$ 3,470	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	\$ (199,949)	\$ 32,549	\$ (160,125)	

- 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 December 2020
Unaudited books

	(Unfav)/fav				
	2020 Actual	2020 Budget	Variance	% Variance	Comments
Total Revenues (all sources)	\$ 907,909	\$ 1,173,682	\$ (265,772)	-29.27%	Drop in Membership due to several factors - political issues and COVID-19, Includes revenue from NMR, Membership, TI, CA, Stock Clerk and yearly Affiliate fees.
Board-related expenses	\$ (22,720)	\$ (70,500)	\$ 47,780	-210.30%	Saved money by having teleconferencing.
Salaries, Stipends & Officer costs	\$ (361,258)	\$ (377,999)	\$ 16,740	-4.63%	Received ~\$38K loan for payroll
Corporate office expenses	\$ (239,906)	\$ (274,036)	\$ 34,130	-14.23%	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	\$ (251,179)	\$ (200,501)	\$ (50,678)	20.18%	Increase due to modifications to website and Members Only software
Insurance	\$ (174,078)	\$ (188,272)	\$ 14,194	-8.15%	Received credits from insurance company due to not having events.
Publications expense	\$ (62,188)	\$ (104,975)	\$ 42,787	-68.80%	Timing of the TI and CA publications affects the variance
Other Income/expense	\$ 3,470	\$ 75,150	\$ (71,680)	-2065.59%	Consists of investment funds which dropped due to covid and then pulled \$200K to cover corporate expenses for two months.
NET Income/Loss	\$ (199,949.39)	\$ 32,548.51	\$ (232,497.90)	116.28%	

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	1175	739	586	412	383	7763
Family Members	554	411	299	155	157	426	476	646	370	329	230	216	4269
Associate Members	276	266	155	50	50	154	209	188	158	107	89	123	1825
TI	52	56	41	27	25	82	67	116	73	53	37	47	676
CA	50	45	41	19	23	74	62	116	67	51	34	37	619
Board Proceedings	2	1	4	4	1	6	3	14	3	4	4	1	47
Printed Kingdom Newsletters	64	32	31	23	24	55	57	92	48	32	33	29	520