

**SOCIETY FOR CREATIVE ANACHRONISM, INC**  
**EXECUTIVE SUMMARY - TREND**  
*January 2022 through December 2022*  
*Unaudited books*

	2020 Budget	2020 Actual	2021 Budget	2021 Actual	2022 Actual YTD (December 2022, Unaudited)	2022 Budget (Annual)	2022 % of Total	2023 Budget	2023 % of Total	Changes/Variance
Total Revenues (all sources)	\$ 1,173,682	\$ 895,704	\$ 581,059	\$ 935,794	\$ 978,803	\$ 811,050	100.0000%	\$ 961,100	100.00%	The resumption of events has helped our revenue projections for both 2021 and 2022. We're guessing conservatively for 2023.
Board-related expenses	\$ (70,500)	\$ (11,375)	\$ (417)	\$ (708)	\$ -	\$ -	0.0000%	\$ (35,200)	3.12%	Having online meetings has reduced this expense considerably for 2020, 2021, and 2022. The 2023 budget is for 2 in-person meetings, but it's likely only one will happen (if at all).
Salaries, Stipends & Officer costs	\$ (377,999)	\$ (312,669)	\$ (332,104)	\$ (390,042)	\$ (305,358)	\$ (304,102)	31.0770%	\$ (367,089)	32.56%	The vast majority of the variance for 2021 was from a change in how we account for the salaries in the corporate office, which has been corrected (expense versus accrual). The 2022 actual was on target versus the budget. 2023's budget is higher due to increased insurance costs for employees, plus raises (not yet approved), and some additional temporary office help to assist with the membership system change. This number also does not reflect an adjusting entry for PTO accruals which were made by the auditors for 2021's final numbers, which were misclassified as salary, and which will need adjusting for 2022 as well.
Corporate office expenses	\$ (274,036)	\$ (244,575)	\$ (217,236)	\$ (211,106)	\$ (192,272)	\$ (181,900)	18.5889%	\$ (198,760)	17.63%	The majority of this discrepancy is due to higher printing and postage costs incurred by the corporate office. We had to reprint membership cards for the first time in a number of years and the printing cost was significantly higher than before.
Professional services	\$ (200,501)	\$ (249,884)	\$ (180,800)	\$ (250,357)	\$ (206,830)	\$ (204,800)	20.9291%	\$ (157,888)	14.01%	Professional services include our tax preparation, bookkeeping, the annual audit of the corporate and kingdom books performed by outside auditors, and attorney retainers. It also included costs for our old membership system, and the majority of the decrease here is predicted on those costs going down with the new system.
Insurance	\$ (188,272)	\$ (175,204)	\$ (114,563)	\$ (138,020)	\$ (153,074)	\$ (166,090)	16.9732%	\$ (231,915)	20.57%	Due to events starting back up, this cost has increased. While overall most of our liability policies either did not increase for 2023, the general liability policies did increase about 20% (due to more events). However, the equestrian policy tripled and represents more than \$50,000 of the increase over 2022's cost. This policy is priced based on estimated number of events, which are about the same as pre-COVID for 2022, so the 2022 amount was artificially low (it was estimated at 25 events when we had closer to 70 events). However, the per-event cost of equestrian events has more than doubled since 2019. We are still trying to find out why since we had no claims between 2020 and 2022. Our insurance broker is working on seeing if this can be reduced.
Publications expense & Stock Clerk expense	\$ (104,975)	\$ (60,988)	\$ (110,529)	\$ (146,641)	\$ (111,661)	\$ (114,650)	11.7164%	\$ (130,000)	11.53%	The variance in this area is largely attributable to increased printing and postage costs. Includes stipends for CA and TI editors and art directors, which have not changed since 2019.
Other Income/expense	\$ 75,150	\$ (1,165)	\$ 83,150	\$ 15,498	\$ (1,509)	\$ (2,000)	0.2044%	\$ (1,500)	0.13%	Includes capital expenditures and misc. expenses
Contingency	n/a	n/a	n/a	n/a	\$ -	\$ (5,000)	0.5110%	\$ (5,000)	0.44%	Budgeted amount for emergency travel or other things
Total Expenses (all Categories)	\$ (1,141,133)	\$ (1,055,859)	\$ (872,499)	\$ (1,121,376)	\$ (970,704)	\$ (978,542)	\$ 1	\$ (1,127,352)	\$ 1	
<b>Net Income/Loss</b>	\$ 32,549	\$ (160,156)	\$ (291,440)	\$ (185,582)	\$ 8,099	\$ (167,492)		\$ (166,252)		Does not include Investment Gain/Loss for 2022, but does for prior years.

Investment Account:	2020 Budget	2020 Actual	2021 Budget	2021 Actual	2022 Actual YTD (June 2022)	2022 Budget (Annual)		2023 Budget		Changes/Variance
	Unrealized Investment Gain/Loss					(158,177.27)	25,000.00		-	
Investment Income (Dividends & Interest)					\$ 20,268	\$ 15,015				The dividends and interest in the investment account remain in the investment account and are reinvested. They do not contribute to operating income or loss. Interest is only about \$1/month. Dividends vary.
Investment Expense (Advisor Fees)					\$ (9,625)	\$ (15,000)		\$ (15,000)		Advisory fees are taken from the investment account directly and do not come out of operating expenses.