

Executive Director's Report December 2016 Quarterly Report

MEMBERSHIP

Fiscal Year Starting April 1, 2016	December 2016	December 2015	FYTD 2017	FYTD 2016		
New Members	49	89	697	754		
Lapsed Members	(99)	(57)	(1,300)	(1,159)		
Net Gain (Loss)	(50)	32	(603)	(405)		
Twelve-Month Comparison			12/31/2016	12/31/2015	Gain/(Loss) vs. Prior Yr.	
Regular Members			11,962	12,900	(938)	-7.3%
Associate/Youth			725	758	(33)	-4.4%
Life			222	226	(4)	-1.8%
Contributory			173	162	11	6.8%
Business			256	266	(10)	-3.8%
Total Members			13,388	14,312	(924)	-6.5%
Budget Dues FY	\$121,240		\$838,770			
Actual Dues FY	\$110,294		\$768,038	\$772,855	-\$4,817	-0.6%
Difference	-\$10,946		-\$70,732		vs. budget >	-8.4%

Fiscal year-to-date membership is down 553 (4.0%), compared with down 405 (2.8%) last year and down 514 (3.4%) the preceding year.

FINANCES: 2016 Operating Funds

	Income	Expenses	Net Inc/Exp
First Quarter FY 2017	442,527	442,799	(272)
Second Quarter FY 2017	473,749	487,543	(13,794)
October 2016	145,698	133,299	12,399
November 2016	153,577	157,261	(3,684)
December 2016	157,392	140,690	16,702
YTD ACTUAL	1,372,943	1,361,592	11,351
YTD BUDGET	1,380,280	1,450,945	(70,665)
YTD VARIANCE	(7,337)	89,353	82,016

Current year income is 0.5 percent below budget, while expenses are under budget by 6.2 percent. The actual net income is \$11,351 (0.8%) on the YTD expenses of \$1,361,592 before capital and transfers. The net is better than budget by \$82,016.

INVESTMENTS

	Book Value 3/31/2016	Additions YTD	Withdrawals YTD	Investment Change YTD	Market 12/31/2016	Transfers Pending	Book Value 12/31/2016
Short-Term Investment Funds							
NAWCC Investment Fund	335,965	234	(1,366)	20,087	354,920	(12,078)	342,842
Library Acquisitions	20,035	7,613	(3,119)	1,313	25,842	2,202	28,044
Museum Acquisitions	33,907	0	(735)	2,009	35,181	0	35,181
Symposium Fund	20,129	0	(5,581)	1,069	15,617	0	15,617
Sub-total Short-Term Funds	410,036	7,847	(10,801)	24,478	431,560	(9,876)	421,684

	Book Value 3/31/2016	Additions YTD	Withdrawals YTD	Investment Change YTD	Market 12/31/2016	Transfers Pending	Book Value 12/31/2016
Long-Term Investment Funds							
Heritage Fund	13,882	5,042	(51)	921	19,794	4,066	23,860
Museum & Library Fund	696,248	50	(2,228)	42,872	736,942	(52,139)	684,803
Museum Endowment Fund	406,094	5,730	(1,307)	25,099	435,616	(20,366)	415,250
Library/Research Ctr Endowmt	107,061	5,130	(347)	6,686	118,530	(3,241)	115,289
School Endowment/Education	206,965	6,488	(671)	12,853	225,635	(5,364)	220,271
NAWCC Endowment	146,805	10,430	(2,583)	9,158	163,810	1,696	165,506
Midwest Scholarship Fund	21,790	0	(1,365)	1,311	21,736	221	21,957

*Consolidated Long-Term Funds actual balance - Individual named account balances are calculated.

The current values on investments reflect unrealized gains and losses due to market fluctuations. Actual gains and losses will only occur at maturity or when an investment is sold.

MUSEUM: Noel Poirier, Museum Director

The Museum's admission revenue for the quarter was \$13,872. Visitation for the quarter was 2,425, including 280 NAWCC Members (11.5%). NAWCC Store sales for the quarter were \$18,403. The numbers of NAWCC Member visits and store sales were the result of two NAWCC-sponsored events being held in close proximity to the Museum (the Time Symposium at Winterthur and the Regional Meeting in York).

The Museum has acquired several important pieces for accession, including a Comitti of London Vienna floor regulator, a J. C. Brown ogee clock, a Moreau French figure clock, a French faience-style clock, and a collection of various pocket watches in excellent condition. Volunteer Judy Anttonen has been working on photographing and evaluating the 2-D framed objects in both collection storage and the Library. Intern Meghan Kennedy has been assisting the curator with evaluating the objects in the collection, but is no longer with the department as of the end of December. Janet MacGregor is continuing to work on researching files and adding any relevant information to the database.

The Museum hosted two events specifically for NAWCC members and attendees to the NAWCC Time Symposium. The Sunday following the Symposium, the Museum hosted about 40 attendees for a lecture, luncheon and behind-the-scenes tours of the Museum. During the NAWCC Regional in York, PA, at the beginning of November, the Museum opened its doors for an evening wine and cheese event for NAWCC members that included behind-the-scenes tours. The Museum Director applied for a number of grants this quarter to fund a variety of operational activities and special projects at the Museum. The Museum once again took part in the Lancaster County Community Foundation's Extraordinary Give event in November. This event raised just over \$11,000 from a variety of donors, both local and national. We are working on this donor list to invite them to another cultivation event at the Museum in 2017.

Facilities

The Museum continued to refine the proper functioning of the new boiler system installed during the previous quarter. These refinements have included adjustments to the existing older infrastructure, water and chemical pumps specifically, to ensure the boiler is operating at a high level of efficiency. The new security system has been functioning as desired and further improvements will include the replacement of the Museum's front doors and their tie-in to the building access system.

MUSEUM COLLECTIONS: Kim Jovinelli, Curator

Recently, the Museum received back from artist James Borden the clock that was unfortunately pulled off the wall in May. It has been reinstalled in the gallery space and is currently running where it had not been previously. The Museum Collections Department has also installed a temporary exhibit on other pieces of the artist's work entitled *Timescapes: The Artistry of James Borden*. The Museum has acquired several important pieces for accession, including a Comitti of London floor regulator, a J. C. Brown ogee clock, a Moreau French figure clock, a French faience-style clock, and a collection of various pocket watches in excellent condition. Volunteer Judy Anttonen has been working on photographing and evaluating the 2-D framed objects in both collection storage and the Library. Intern Meghan Kennedy has been assisting the curator with evaluating the objects in the collection, but is no longer with the department as of the end of December. Janet MacGregor is continuing to work on researching files and adding any relevant information to the database. Due to lack of interest from tattoo artists, the previous planned exhibit has been opened to all artists, with deadline for submission of pieces set for February 28. Dismantling of the *Sacred* exhibit has begun in preparation.

LIBRARY AND RESEARCH CENTER: Sara Butler Dockery, Library & Archives Supervisor

In October Kate let me know that the finding aids for all of our archival collections are now available on our website. This is a huge feat and has taken a great deal of work. It is good to know that members and nonmembers can now easily see what we have available for research. The finding aids can be found on the Library section of the website under the Research link on the left-hand side of the page.

In November I presented a webinar for the Education Department called “Timely Resources: Navigating the NAWCC Library & Research Center Online.” The webinar included a walk-through of the Library’s website and information about how to access our online resources. It went very well with 175 people signing up to attend or receive the recording afterward. It has been uploaded to our YouTube channel and will soon be available to borrow from the Library.

The Library also participated in the Mid-Eastern Regional in York, PA, this year. A reception was held at the Museum on Saturday evening to allow members a chance to come by and see the Museum and Library. We had a number of visitors, many of whom asked questions and took the time to walk through the Lending Library. We also took some of our books for sale over to the mart and were very pleased with the result.

In December I joined Noel Poirier and Kim Jovinelli for a presentation to the Board of Directors. We gave them an overview of the current trends in Museum and Library work and how our facilities compare with the best in our fields. The Board members were very appreciative and interested in our assessments and information about the future of the Museum and Library.

Lending Library Activity

Total materials checked out -	227
Loans through mail -	151
Loans in house -	76
Programs borrowed for Chapter use -	2
OPAC searches	1,802

Material Types

VCR, DVD & Microfilm Loans -	77
Books and NAWCC Bulletins -	150

Total Number of Visitors -	161
Nonmembers	66
Members -	95

Fulfilled Research Questions –	206
Paid Nonmembers -	2

Library Processing Statistics

Acquisitions:	37
Donations:	1,890
Cataloged Items:	131

EDUCATION/VOLUNTEERS: Katie Knaub, Education Director

NAWCC Workshops/Webinars

We held seven workshops for this quarter. I continue to administer the Traveling Workshop program. We scheduled four traveling workshops for January with two different Chapters. We used one Chapter as a test to process registrations via online directly to NAWCC instead of the Chapter/coordinator handling registrations. This process went smoothly and could be used for future traveling workshops to eliminate the registration process responsibility from the coordinator. We continued our 2016 webinar series, ending in November with a presentation from the Library and Research Center. We also secured speakers for the first half of 2017 and have tentative speakers for the second half of 2017 as well. The fall offerings of Luxury or Lie were successful, with our first ever West Coast course, thanks in part to Chapter 190 and Lex Rooker serving as a host location/contact. We also held the first offering of Evaluating Time—watch valuation course. This revised watch valuation course had six attendees and was well received. It is the goal to offer this course directly with the appraisal organizations in the future to meet the demands of their personal property certification programs.

Education Attendance October-December

Museum Education programs:	19	2017 FY total:	19
Library Pass Participants:	107		
NAWCC Workshops Attendees:	47	2017 FY total:	186
FSW Workshop Attendees:	n/a	2017 FY total:	35
Online Workshop Purchases:	8		
Webinar Attendance Live:	148		
Webinar Views Recorded:	120		

Volunteer Program

We had a new AARP volunteer placed in the Library. We had two community service volunteers help with facility/events to complete their required hours.

Public Programs

We held our annual Homeschool Day program in October and our second annual New Year's At Noon program. The Homeschool Day continues to be an opportunity for us to reach out to this group of students in the local area, which continues to grow every year. The New Year's program had 250 people in attendance and was a great success. Special thanks to Kim Craven, Shari Lappe, and Abby Krouse for assisting with the event. Public Program/Events Attendance for Quarter: 280

PUBLICATIONS: Therese Umerlik, Editor

Periodicals—*Watch & Clock Bulletin*

Issue No.	Issue Date	Ad Revenue
424	Nov/Dec 2016	\$4,726.66

The November/December 2016 issue featured the People's Choice Winner from the National Convention in Louisville, KY. The accompanying article was published in the 2016 Crafts Competition feature. The issue contained 5 articles and 19 features.

This issue was the last one printed with Cenveo. Several problems involving the quality of the printing itself and the trimming of the pages, among others, were communicated to Cenveo.

We have been working with Walsworth Publishing to ensure the printing of the January/February 2017 issue runs smoothly. The redesign of the *Watch & Clock Bulletin* has been completed. The design includes utilizing color throughout the publication.

Periodicals—*Mart & Highlights*

Issue No.	Issue Date	Ad Revenue
392	Nov/Dec 2016	\$18,153.25

Promotional emails via Constant Contact and personalized emails continue with each *Mart & Highlights* cycle. NAWCC Advertising Services Coordinator Melissa A. Mann continues to reach out to new business members, informing them of their particular benefits. We have been updating our ad trades with other publications.

We published the Association's complete suite of advertising options for print and digital with increased rates and new discounts. The increases will allow ads to be in color anywhere in the *Mart & Highlights*.

Special Publications

We continue to work on edits to Owen Burt's upcoming book on Durfee clocks that is based on the several articles published in the *Watch & Clock Bulletin*.

Website

WatchNews editor Keith Lehman has been posting to the website daily. If he is busy, I post items as well. The website has a sponsor, Vortic Watch Co. He posts updates to the website on the NAWCC Message Board, which has generated comments and visits to the WatchNews website. He continues to find new writers and work with them in developing original content.

Other Activities

We have been working on design and editing work for Marketing, Education, Member Services, and the Museum, including designing ads for Museum and educational events and revising membership and other forms. Keith is putting together logos for the Association's 75th Anniversary.

INFORMATION SERVICES: Kevin Osborne, IS Director

Facilities/Security

Our new security and door access system is working well and we have contracted with a door company to replace the front doors and add them to the security system. These are the only doors in the building that up to now have not been part of the door access system. We are able to pay for this installation due to the Crystal Fund donation and the generous donation of one of our Board members.

Replacing our aging front doors and their worn-out hardware will increase Museum security and enhance the entranceway. Each door will have a sizable pane of security glass in it for safe visibility and a welcoming appearance. Connecting the doors to our security and door access systems will automate the locking and unlocking of the doors at set times and provide an outside card reader for front access to the building during off-hours.

Websites

We have worked on a redesign and overhaul of the NAWCC website. Markus has developed a new template that should offer a more intuitive display of the website content. We are also planning to install and utilize a search function that will display results throughout the website and even across our other websites.

We are moving closer to upgrading and moving the Message Board website, and Tom McIntyre is working to bring that about. He is also working on an improved version of his Waltham website that will run on the Message Board server.

iMIS Association Management Software

We are in the final phases of implementing the iMIS store for our online NAWCC Store presence as well as completing the iMIS AutoPay program for automatic renewals and donations. Lisa Brown from ATS will come in January for final configuration and training. Abby Krouse has been working hard to prepare for the iMIS online store to go live.

We have set up new Chapter microsites for those Chapters that had them on the Higher Logic Community page and used them. Sixty self-hosted and NAWCC-hosted sites are now completed. We are working to replace some active community pages as well and will be going live with the websites and community pages soon.

COMMUNICATIONS: Markus Harris, Communications Director

The Communications Department continued to maintain NAWCC websites and online resources. Communications Director Markus Harris coordinated multiple email newsletters and targeted Constant Contact mailings on various topics, including event notices and support for Chapter meetings, BOD announcements, Publications announcements, Education updates, and local and regional events. Work continues on the implementation of a new incidence of our Joomla website and a new template designed in CSS and HTML5. Work continues in populating the new document server hosting the NAWCC pdf document archives and flv and mp4 streaming video files: new video formats are being considered to upgrade our users' streaming experience. Communications Director Markus Harris continues to work in cooperation with Advertising Coordinator Melissa Mann to provide the *Auction and Sales eNewsletter* for interested members and to maintain our role developing and mailing promotional materials to Chapters in support of Chapter events. Communications wrote and distributed press releases for Association and Museum events as follows: the Mid-Eastern Regional, the November Calendar, Return of Viral Clock, New Year's Eve at Noon, Google Street View, *Recruitment of Artists for Art of Time* exhibit, and the December Calendar. Communications printed, mailed, and invoiced newsletters for Chapters 3, 159, 141, 11, and 141, including generation of monthly reports for the Controller on all newsletter printing activities for October, November, and December. Customer service advice was provided to members via Web and telephone.

Communications continued to host intermittent Communications Assessment Meetings to assess department concerns and projects. Marketing & Special Events Coordinator Kim Craven arranged for press stories on the restoration of Engle Clock with The Hazleton Standard Speaker, Antique Week (Barbara Beemer), and Lancaster Newspapers. Communications also made all necessary arrangements for the December BOD meeting (hotel reservations, meals, menu, etc.) and provided catering support for same. The department also provided catering support and organization for "Time is Money" course, employee Halloween lunch, employee holiday lunch, and New Year's at Noon event. As adjunct to its marketing duties, Communications initiated a story on DST with WGAL-TV and coordinated an affiliated station remote visit to the Columbia campus. Craven emailed media contacts for coverage of New Year's at Noon event (Fox 43 TV, Penn Live, Community Courier, and multiple community websites) and handled "Fallen clock return" television coverage (four morning news segments on Fox 43, news feature on WGAL, and press coverage in the area *Merchandiser*). Communications drafted and sent a special notice of our Museum's recent inclusion into Google Street view, gaining extensive coverage by Penn Live, *Lancaster County Magazine*, and national writer Jack Forster). The Communications team met with the exhibits team and Education Marketing team to

discuss upcoming planned exhibits, as well as “Luxury or Lie?” and “Time is Money” classes. The department researched advertising options, rates, deadlines for posting of the Executive Director position, and coordinated arrangements for exiting employees’ farewell luncheon.

We also finalized a set of new plans with WJTL radio for additional event promotions in the future.

MEMBER SERVICES: Pam Lindenberger, Manager

Membership

Forty-one past members renewed this quarter through telemarketing company MGI. This quarter we received 66 payments through Graphcom marketing mailing, bringing in \$6,597. Four regionals submitted 67 membership applications. Of those, 35 were Introductory. We had an additional 46 Introductory memberships. Twenty-three \$35 member recruitment vouchers were issued; 10 were redeemed; 14 original Introductory members renewed for a full year.

Other

Second mailing for Annual Appeal was sent December 1. Member Services helped during the transition period since the departure of the accounting assistant. We provided member list to Election-America for the upcoming election.

DEVELOPMENT: Steve Humphrey, Executive Director

<u>Year-to-date Comparison</u>	FY17	FY16	FY15
Unrestricted Contributions	121,991.07	95,976.14	95,928.39
Restricted Contributions	87,800.97	119,818.59	228,933.91
Endowment Contributions	151,628.00	82,667.17	26,383.62
Total YTD 6/30	361,420.04	298,461.90	351,245.92

Unrestricted contributions were 27.1 percent more for the year, compared with the previous fiscal year. Restricted contributions were 26.7 percent less than the previous fiscal year. Endowment contributions reflect the For All Time 75th Anniversary Endowment and Capital Campaign plus any bequest designated for endowment. Total contributions increased by 21.1 percent, compared with FY16.

October to December Chapter contributions:

Chapter	Use	Amount	Note
New England Chapter 8	Annual Appeal	500.00	
New England Chapter 8	Greatest Need	50.00	Memorial
George E Lee - Michiana Chapter 26	Annual Appeal	1,000.00	
Heart Of America Chapter 36	Greatest Need	50.00	Memorial
Ozark Chapter 57	For All Time Pledge	2,500.00	
Rocket City Regulators Chapter 61	Greatest Need	50.00	Memorial
Peace Pipe Chapter 83	Greatest Need	200.00	Memorials
Western Michigan Chapter 101	For All Time Pledge	1,000.00	
Southern Arizona Chapter 113	Greatest Need	100.00	Memorial
San Jacinto Chapter 139	For All Time	2,000.00	
Gulf Coast Timekeepers Chapter 151	Greatest Need	50.00	Memorials
Willamette Valley Chapter 157	Greatest Need	100.00	Memorial

Other gifts and grants include \$25,000 from the Crystal Trust for Library storage; \$12,500 from the Social Venture Partners Portland in support of a research intern; \$6,000 from Jay Holloway for the For All Time Campaign for capital support of facilities; \$4,066 from the estate of Mrs. Gladys Martin to the Heritage Fund; \$3,000 from George Goolsby for the Partners in Time Annual Appeal with \$1,000 for the Symposium Fund, \$1,000 for the Education Fund in memory of Fred Tischler, and \$1,000 area of greatest need in honor of Steve Humphrey; \$3,000 from the Tierney & Family Foundation for the McClintock clock being worked on by the Chapters in the Boulder, CO, area; \$2,238 from PPL Electric Utilities in support of the LED light energy conservation program; \$2,000 from the Downtown Boulder Foundation for the McClintock clock being worked on by the Chapters in the Boulder, CO, area; \$1,706 unrestricted from Robert and Sue Gary with \$500 in memory of Pam Cipra; \$1,200 unrestricted from an anonymous donor; and \$1,117 from Fortunat Mueller-Maerki for Library acquisitions. Numerous other gifts and contributory memberships were received. Donors will be acknowledged in the *Watch & Clock Bulletin*. The Endowment and Capital Campaign brought in \$43,025 during the quarter from gifts, pledges, and planned giving estimates. The total for the campaign through the end of December is \$2,575,419.

ADMIN/OTHER

Membership was down 88 in October, up 51 in November, and down 50 in December for a total of -87 or -0.6 percent for the quarter, compared with down 0.5 percent a year ago. Dues income, which varies from actual membership numbers, based on whether members pay early or late, was down by \$4,817 or 0.6 percent year to date compared with last year. Calls by our new telemarketing firm, MGI, to reach out to lapsed members from July to September took place from December 1 to 8 and resulted in 47 members being reinstated out of 221 lapsed members reached.

The membership marketing firm, Graphcom, did a mailing in October to members who have lapsed over the last eight years asking them to reinstate their membership. The mailing resulted in 74 regular and business member renewals totaling \$6,597 in memberships.

After seeking quotes from several printers, we have chosen Walsworth Printing to be the new *Bulletin* printer, reducing cost while adding color throughout the *Watch & Clock Bulletin*. The changes take effect with the January/February 2017 issue.

We have been working with Election-America to conduct our 2017 election for Board members, a Nominating and Election Committee member, and one Bylaw amendment. The election will start on January 13 with all ballots having to be in by April 1. All members with emails will receive their ballots by email, resulting in substantial savings in printing and mailing cost.

I attended the Symposium in October, the Mid-Eastern Regional in November, and Board of Director's meeting in December.

J. Steven Humphrey, Exec. Dir. 1/19/17

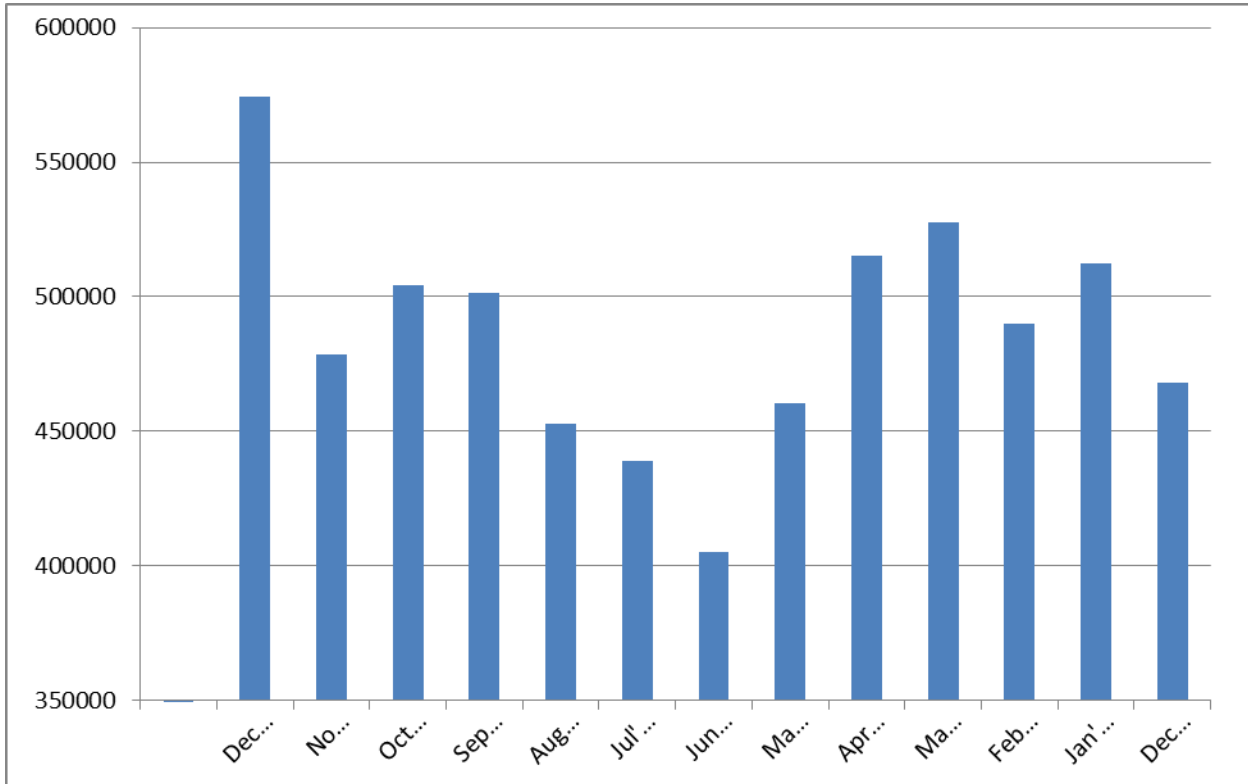
National Association of Watch Clock Collectors, Inc.
 From 12/1/2016 Through 12/31/2016

03 - Endowments
 (In Whole Numbers)

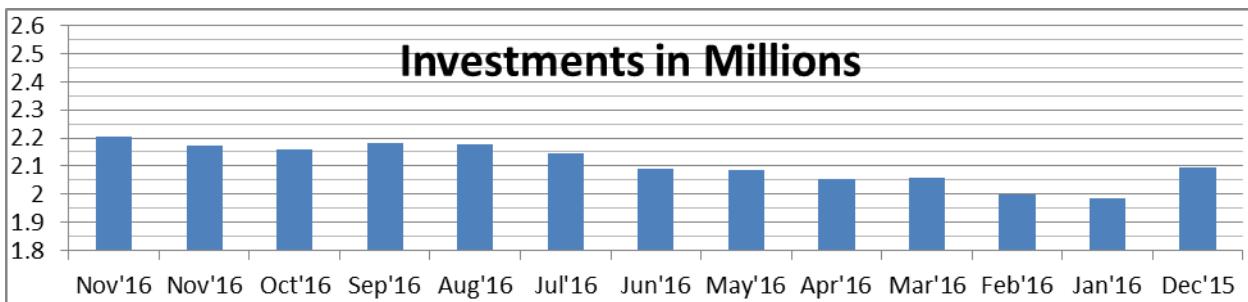
	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	0	0	0	0	350	0	350	1,000
DEVELOPMENT	1,000	0	1,000	5,935	54,130	0	54,130	9,585
MUSEUM	30	0	30	5,565	37,460	4,000	33,460	54,844
EDUCATION	125	0	125	12,933	30,813	0	30,813	12,933
LIBRARY SERVICES	0	0	0	100	29,380	1,000	28,380	3,770
Total REVENUE	1,155	0	1,155	24,533	152,133	5,000	147,133	82,132
NET REVENUE OVER/UNDER EXPENSES	1,155	0	1,155	24,533	152,133	5,000	147,133	82,132

Controller's Report for December 2016 Period 9 FY 2017

Net Liquidity Reserve Chart



Investment Balance



Controller's Report for December 2016 Period 9 FY 2017
 Financial Summary

	Dec'16 Actual	Dec'16 Budget	Dec'16 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	157,392	159,250	(1,858)	1,372,943	1,380,280	(7,337)
Operating Expenses	140,690	147,225	6,535	1,361,592	1,450,945	89,353
Net Revenue/Expenses	16,702	12,025	4,677	11,351	(70,665)	82,016
Capital Expenditures						
NAWCC Short Term Fund	0	0	0	2,100	0	2,100
Less Capital Expenditures						
Information Services	0	0	0	(2,100)	0	(2,100)
Facilities	0	0	0	0	0	0
Library Services	0	0	0	0	0	0
Museum Store	0	0	0	0	0	0
Net Capital Expenditures	0	0	0	0	0	0

The December member revenue is less by \$10,946 than the original budget, but the total revenue for December is below budget by only \$1,858. Other revenue items are greater than their budget to help reduce the shortfall.

The total expenses for December are less than budget by \$6,535 and the year-to-date expenses are less than budget by \$89,353. As the staff continues to control our expenses, we have seven departments that under budget for the month from \$154 to \$2,552. We have five departments that their expenses are over budget from \$732 to \$269. The staff resignations have effected these changes, but continue to add stress to the remaining staff as we train the new staff and pick-up the additional work.

The total investments had a positive market change of \$29,958 this month. The current investment balance is \$2,202,892.

The total cash donations for the month are \$65,856, which include \$25,000 from the Crystal Trust and the estate of Mrs. Gladys Martin for \$4,066. In addition we have one donation of \$6,000 and one for \$3,000 from members. We have seven members who donated \$1,000 each, as well as one chapter. We had twelve members who donated over \$500 but less than a thousand and fourteen members who donated \$250 or but less than \$500. We had 138 members donate less than \$250. Your donations are important and strength the financial backbone of the NAWCC.

This month has been very busy preparing the 2018 budget and working with the Board. Dana Neill resigned on December 2 and I hired Sarah Gallagher to replace her. We have been very busy training Sarah. After over seven years of not training someone it is amazing how much you need to retrain yourself before you can train new staff.

Charles J. Auman

Controller

January 13, 2017

DONATIONS/GRANTS/ENDOWMENTS - FY'17

Month	Association Unrestricted	Museum Unrestricted	Library Unrestricted	Education Unrestricted	Total Unrestricted	Association Restricted	Museum Restricted	Library Restricted	Education Restricted	Total Restricted	Endowments**	Monthly Total	Year-to-date Total
Apr'16	6,854.00	520.00	100.00	10.00	7,484.00	2,000.00	0.00	100.00	100.00	2,200.00	350.00	10,034.00	10,034.00
May'16	7,627.00	440.00	562.00	285.00	8,914.00	1,000.00				1,000.00		9,914.00	19,948.00
Jun'16	7,210.85	894.00	46.00	890.00	9,040.85	500.00	5,050.00			5,550.00	500.00	15,090.85	35,038.85
Jul'16	5,037.00	35.00	50.00	45.00	5,167.00	1,200.00	2,445.00			3,645.00	104,098.00	112,910.00	147,948.85
Aug'16	5,805.95	423.00	265.00	100.00	6,593.95	150.00	2,750.00		66.00	2,966.00	38,030.00	47,589.95	195,538.80
Sep'16	5,002.50	14,600.00	230.00	100.00	19,932.50	5,042.33	4,000.00			9,042.33		28,974.83	224,513.63
Oct'16	18,620.37	935.00	720.00	35.00	20,310.37	3,009.25	750.00		12,500.00	16,259.25	7,150.00	43,719.62	268,233.25
Nov'16	14,392.40	827.00	1,030.00	1,065.00	17,314.40	3,338.47	5,010.00	1,167.92		9,516.39	500.00	27,330.79	295,564.04
Dec'16	22,333.00	1,581.00	1,395.00	1,925.00	27,234.00	37,066.00	130.00	301.00	125.00	37,622.00	1,000.00	65,856.00	361,420.04
Jan'17					0.00					0.00		0.00	361,420.04
Feb'17					0.00					0.00		0.00	361,420.04
Mar'17					0.00					0.00		0.00	361,420.04
Total FY17	92,883.07	20,255.00	4,398.00	4,455.00	121,991.07	53,306.05	20,135.00	1,568.92	12,791.00	87,800.97	151,628.00	361,420.04	

Total FY'16	96,643.53	32,163.57	6,722.00	2,394.00	137,923.10	91,577.59	22,548.00	10,093.00	13,350.00	137,568.59	84,112.52	359,604.21
Total FY'15	84,924.92	32,533.21	10,756.56	2,278.00	130,492.69	215,323.76	15,187.00	7,116.82	497.00	238,124.58	33,104.35	401,721.62
Total FY'14	77,690.34	25,264.74	10,461.25	2,592.25	116,008.58	193,311.93	14,625.00	11,729.18	10,550.00	230,216.11	254,089.80	600,314.49
Total FY'13	94,486.24	27,150.25	9,943.85	2,861.25	134,441.59	186,119.77	8,703.30	4,929.63	0.00	199,752.70	6,042.90	340,237.19
Total FY'12	86,525.34	6,669.50	5,332.82	24,888.17	123,415.83	147,240.68	29,101.00	8,505.00	2,655.00	187,501.68	37,978.27	348,895.78
Total FY'11	73,168.50	8,449.43	5,383.17	4,072.57	91,073.67	46,846.00	10,224.57	4,018.45	875.00	61,964.02	9,740.00	162,777.69
Total FY'10	91,259.72	20,580.50	10,323.94	4,871.60	123,935.76	18,050.71	16,915.00	11,041.46	350.00	46,357.17	22,709.00	193,001.93
Total FY'09	66,230.11	4,477.08	5,387.11	3,823.49	79,917.79	8,073.93	13,440.00	6,109.22	3,104.88	30,728.03	159,418.00	270,063.82
Total FY'08	79,960.77	13,582.85	5,809.25	4,969.50	104,322.37	19,681.63	34,760.00	8,960.00	9,652.53	73,054.16	75,050.00	252,426.53
Total FY'07	89,645.66	14,558.64	6,730.17	6,161.16	117,095.63	43,925.67	15,050.00	10,455.51	200.00	69,631.18	49,700.00	236,426.81
Total FY'06	126,114.72	27,350.87	9,992.11	4,986.25	168,443.95	200.00	1,000.00	9,096.00	0.00	10,296.00	29,670.00	208,409.95
Total FY'05	49,727.49	9,321.35	9,807.94	8,519.34	77,376.12	21,475.00	21,632.69	14,015.54	1,100.00	58,223.23	0.00	135,599.35

*FY Totals EXCLUDE In-Kind & Pledge Payments

ENDOWMENT/INVESTMENT - Included above		
Apr'16	NAWCC ENDOWMENT	250.00
	NAWCC ENDOWMENT	100.00
Jun'16	LIBRARY ENDOWMENT	500.00
Jul'16	EDUCATION ENDOWMENT	25,000.00
	EDUCATION ENDOWMENT	438.00
	LIBRARY ENDOWMENT	1,000.00
	LIBRARY ENDOWMENT	25,000.00
	LIBRARY ENDOWMENT	30.00
	MUSEUM ENDOWMENT	5.00
	MUSEUM ENDOWMENT	2,000.00
	MUSEUM ENDOWMENT	25,000.00
	MUSEUM ENDOWMENT	125.00
	NAWCC ENDOWMENT	25,000.00
	NAWCC ENDOWMENT	500.00
Aug'16	EDUCATION ENDOWMENT	2,500.00
	MUSEUM ENDOWMENT	10,000.00
	NAWCC ENDOWMENT	25,000.00
	NAWCC ENDOWMENT	530.00
Oct'16	EDUCATION ENDOWMENT	2,500.00
	EDUCATION ENDOWMENT	250.00
	LIBRARY ENDOWMENT	2,500.00
	LIBRARY ENDOWMENT	250.00
	LIBRARY ENDOWMENT	100.00
	MUSEUM ENDOWMENT	250.00
	MUSEUM ENDOWMENT	50.00
	NAWCC ENDOWMENT	1,000.00
	NAWCC ENDOWMENT	250.00
Dec'16	MUSEUM ENDOWMENT	1,000.00
TOTAL ENDOWMENTS		151,128.00

PLEDGE payments against pledges - NOT included above	
Jun'16	\$2,000 For All Time \$500 For All Time
Jul'16	\$2,500 Education Endowment \$2,500 Library Endowment \$2,500 Museum Endowment \$2,500 NAWCC Endowment
Oct'16	\$1,000 Library Endowment
Dec'16	\$5,000 For All Time \$13,916 NAWCC Endowment \$2,030 Library Endowment \$1,500 Museum Endowment
TOTAL PLEDGE PAYMENTS	18,500.00

IN-KIND donations (FMV) - NOT included above		
May'16	Watches of Luxury or Lie	5,650.00
Jun'16	Board of Directors	377.28
Aug'16	Books to Gift Shop	N/A
	Abrasives for Shop Sale	N/A
Oct'16	Lights	255.96
TOTAL GIFT IN KIND DONATIONS		6,283.24

GRANTS - Included above		
Sept'16	Commonwealth of PA	14,415.00
TOTAL GRANTS		14,415.00

NAWCC INVESTMENT & SPECIAL FUNDS - FY 2017

December 2016

	Market 03/31/2016	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 12/31/2016	FYTD Transfers Pending	Books Value 12/31/2016
BROKER									
NAWCC SHORT TERM FUNDS									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	335,965	234	0	(1,366)	7,719	12,368	354,920	(12,078)	342,842
LIBRARY ACQUISITIONS	20,034	7,613	(3,025)	(94)	545	768	25,841	2,202	28,043
MUSEUM ACQUISITIONS	33,908	0	(597)	(138)	770	1,239	35,182	0	35,182
SYMPOSIUM FUND	20,129	0	(5,500)	(81)	393	676	15,617	0	15,617
TOTAL SHORT TERM FUNDS	410,036	7,847	(9,122)	(1,679)	9,427	15,051	431,560	(9,876)	421,684
NAWCC LONG TERM INVESTMENT FUNDS									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	13,882	5,042	0	(51)	393	528	19,794	4,066	23,860
MUSEUM/LIBRARY FUND	696,248	50	0	(2,228)	16,308	26,564	736,942	(52,139)	684,803
MUSEUM ENDOWMENT	406,093	5,730	0	(1,307)	9,602	15,497	435,615	(20,366)	415,249
LIBRARY ENDOWMENT	107,061	5,130	0	(347)	2,587	4,099	118,530	(3,241)	115,289
NAWCC ENDOW-SCHOOL/EDUCATION	206,964	6,488	0	(671)	4,949	7,904	225,634	(5,364)	220,270
NAWCC ENDOWMENT	146,805	10,430	(2,100)	(483)	3,576	5,582	163,810	1,696	165,506
MIDWEST SCHOLARSHIP	21,790	0	(1,295)	(70)	495	816	21,736	221	21,957
PRITCHARD FUND	48,004	0	(1,500)	(153)	1,106	1,814	49,271	0	49,271
TOTAL LONG TERM INVESTMENT FUNDS	1,646,847	32,870	(4,895)	(5,310)	39,016	62,804	1,771,332	(75,127)	1,696,205
NAWCC GIFT ANNUITY									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	149,370	100,000	(8,063)	(944)	4,049	6,444	250,856	0	250,856
TOTAL NAWCC GIFT ANNUITY	149,370	100,000	(8,063)	(944)	4,049	6,444	250,856	0	250,856
TOTAL NAWCC FUNDS	2,206,253	140,717	(22,080)	(7,933)	52,492	84,299	2,453,748	(85,003)	2,368,745

Member Services Report – December 2016

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Dec 31	Nov 30	Oct 31	Sep 30
*Regular/Student/Youth	11,962	12,013	11,969	12,056
Associate	725	719	718	715
Life	222	222	223	223
Total Individual	12,909	12,954	12,910	12,994

Contributing Memberships

Brass	101	101	99	100
Silver	43	43	43	41
Gold	15	14	14	14
Platinum	14	15	13	13
Total Contributing	173	173	169	168

Business Memberships

Regular	241	246	243	248
Silver	11	12	12	12
Gold	3	2	2	2
Ruby	1	1	1	1
Total Business	256	261	258	263

Total Membership	13,338	13,388	13,337	13,425
Gain/Loss	-50	51	-88	-28

*Regular with Online Only Publications and Students – 1955
 Institutional Subscription Bulletin subscribers - 25

Total New & Reinstated Members

	Dec	(Nov)	MGI					Phone	Highest
			Mail	Phone	Web	Reg	/Telemarketing	Renewals	Member #
New	49	<i>120</i>	5	4	40	0	0	77	181,273
Rei	134	<i>110</i>	41	16	36	0	41		
Total	183	<i>230</i>	46	20	76	0	41		

Suspended Members	Total	Paid-to-Date	Net
Jan 1 (Dec 31 expiration)	417		
Dec 1 (Nov 30 expiration)	311	81	230

Dropped Due to Non-Payment

Nov 1 (Oct 31 expiration) 170

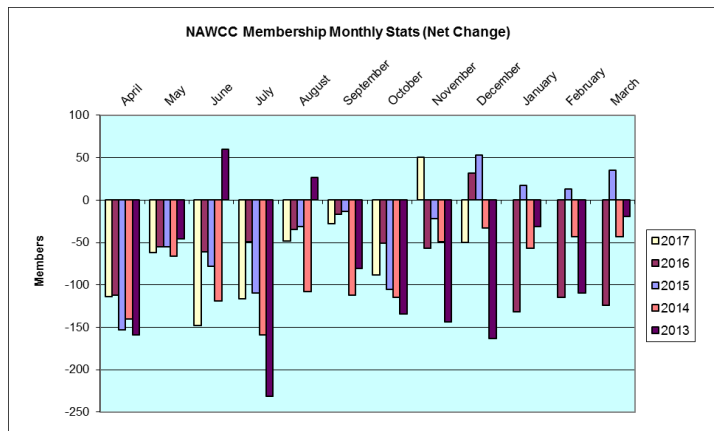
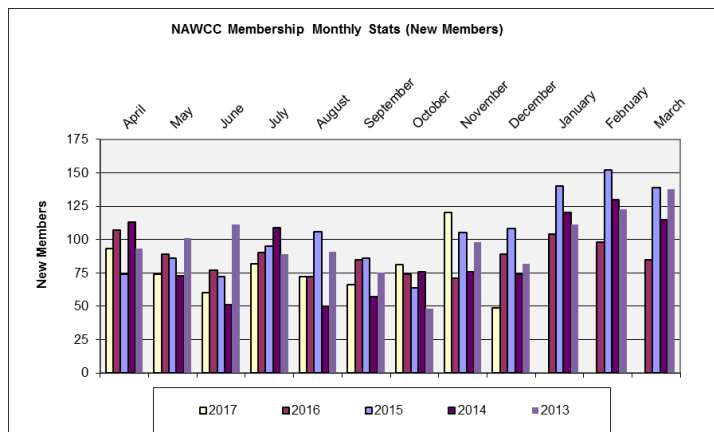
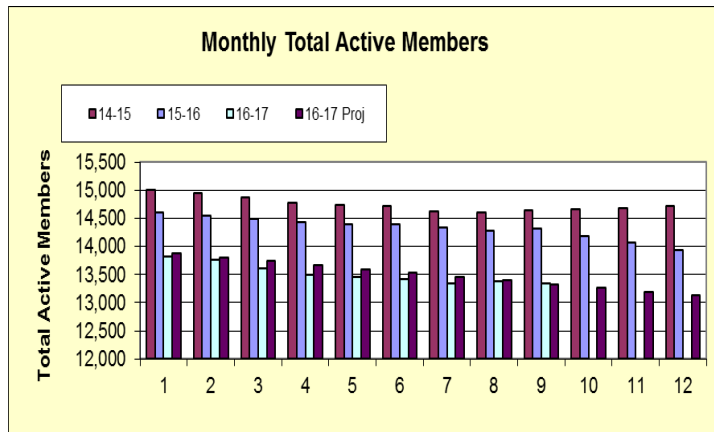
Dropped Due to:

Deaths 7
 Resignations 5

FY / YTD Totals – 4/1 to 12/31

	New Members	Retention	Member Net
2016 / 2017	697	-1300	-603
2015 / 2016	754	-1159	-405
2014 / 2015	796	-1310	-514
2013 / 2014	679	-1580	-901

MEMBER SERVICES REPORT – DECEMBER 2016

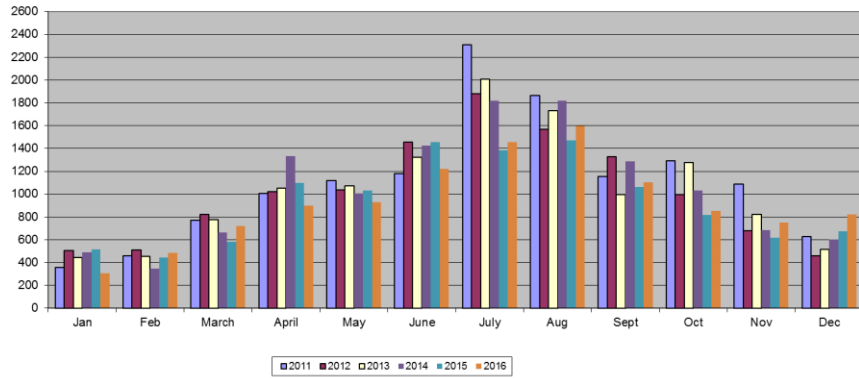


Notes of Interest for Quarter:

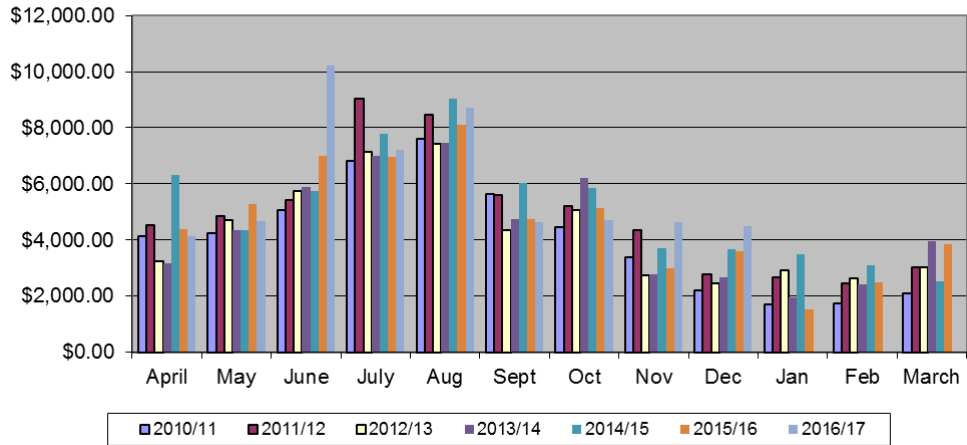
- 41 past members renewed this quarter thru telemarketing company MGI.
- This quarter we received 66 payments thru Graphcom marketing mailing bringing in \$6597.
- Four regionals submitted 67 membership applications. Of those, 35 were Introductory. We had an additional 46 Introductory memberships.
- 23 \$35 member recruitment vouchers were issued. 10 were redeemed.
- 14 original Introductory members renewed for a full year.
- Second mailing for Annual Appeal sent December 1.
- Member Services helping during transition period since the departure of Accounting Assistant.
- Provided member list to Election-America.

Pam Lindenberger, Manager
NAWCC Member Services

Visitation



Admission Revenue



NAWCC Store Sales

