

02 - Temp Funds
(In Whole Numbers)

National Association of Watch Clock Collectors, Inc.
From 9/1/2017 Through 9/30/2017

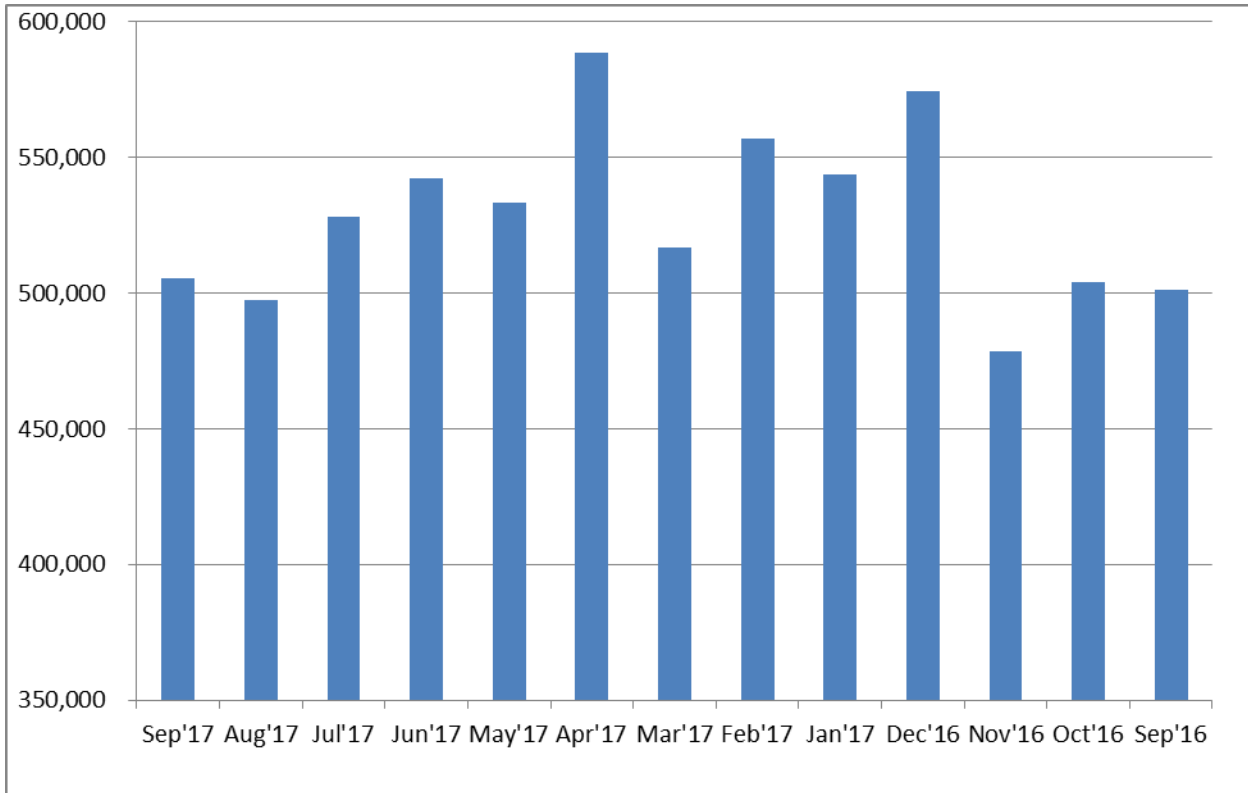
	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	126	280	(154)	5,062	1,963	1,680	283	5,578
MEMBERS SERVICES	0	0	0	0	0	0	0	150
DEVELOPMENT	4,550	1,200	3,350	0	5,250	3,900	1,350	1,200
PUBLISHING SERVICES	0	200	(200)	0	5,906	800	5,106	0
FACILITIES	10,000	0	10,000	0	10,000	0	10,000	1,500
MUSEUM	68	160	(92)	4,066	10,474	960	9,514	14,553
EDUCATION	0	500	(500)	0	12,500	2,000	10,500	66
LIBRARY SERVICES	22	900	(879)	4,349	5,211	5,300	(89)	8,664
BOARD/COMMITTEES	16	80	(64)	(1,961)	2,097	480	1,617	183
Total REVENUE	14,781	3,320	11,461	11,516	53,401	15,120	38,281	31,893
EXPENSES								
ADMINISTRATION	59	40	(19)	1,505	1,593	1,820	227	3,162
DEVELOPMENT	0	6,375	6,375	0	962	29,450	28,488	2,784
PUBLISHING SERVICES	0	0	0	0	1,318	750	(568)	12
FACILITIES	0	0	0	0	134	0	(134)	0
MUSEUM	2,200	210	(1,990)	343	9,842	3,240	(6,602)	3,355
EDUCATION	1,863	0	(1,863)	0	9,219	10,800	1,581	904
LIBRARY SERVICES	370	980	610	277	4,596	5,850	1,254	5,674
BOARD/COMMITTEES	0	10	10	(1,494)	36	100	64	(1,451)
Total EXPENSES	4,492	7,615	3,123	631	27,700	52,010	24,310	14,440
NET REVENUE OVER/UNDER EXPENSES	10,289	(4,295)	14,584	10,885	25,701	(36,890)	62,591	17,454
CAPITAL EXPENDITURES								
TEMP RESTRICTED FUNDS	0	0	0	11,958	24,601	24,601	0	34,394
LESS: EXPENDITURES								
FACILITIES	0	0	0	(11,958)	0	0	0	(34,394)
LIBRARY SERVICES	0	0	0	0	(24,601)	(24,601)	0	0
NET CAPITAL EXPENDITURES	0	0	0	0	0	0	0	0

03 - Endowments
(In Whole Numbers)

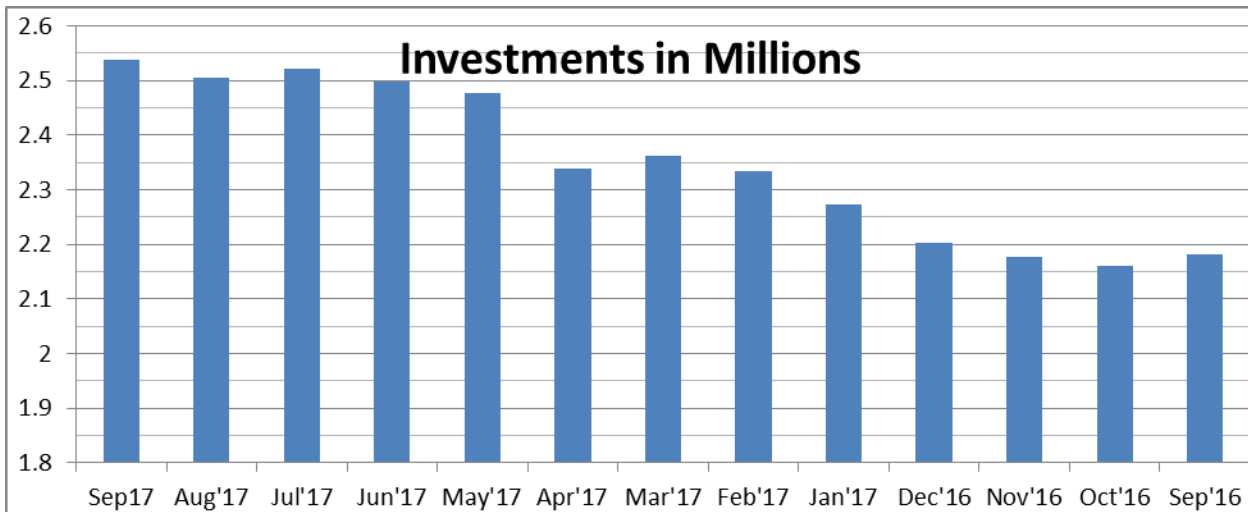
	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	0	0	0	0	0	0	0	350
DEVELOPMENT	500	0	500	0	2,000	0	2,000	51,380
MUSEUM	0	0	0	0	56,600	4,000	52,600	37,130
EDUCATION	0	0	0	0	1,000	0	1,000	27,938
LIBRARY SERVICES	0	0	0	0	1,600	1,000	600	26,530
Total REVENUE	500	0	500	0	61,200	5,000	56,200	143,328
NET REVENUE OVER/UNDER EXPENSES	500	0	500	0	61,200	5,000	56,200	143,328

Controller's Report for September 2017 Period 6 FY 2018

Net Liquidity Reserve Chart



Investment Balance



Controller's Report for September 2017 Period 6 FY 2018
 Financial Summary

	Sep17 Actual	Sep17 Budget	Sep17 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue						
Operating Expenses	180,631	170,370	10,261	1,020,232	859,355	160,877
Net Revenue/Expenses	156,447	156,785	338	857,737	920,290	62,553
Less: Operating Pledge	24,184	13,585	10,599	162,495	(60,935)	223,430
Plus: Pledge Payments	0	0	0	(200,000)	0	(200,000)
Net with Pledge Adjustments	12,500	0	12,500	32,500	0	32,500
	<u>36,684</u>	<u>13,585</u>	<u>23,099</u>	<u>(5,005)</u>	<u>(60,935)</u>	<u>55,930</u>
Capital Expenditures						
NAWCC Short Term Fund						
Less Capital Expenditures	0	0	0	0	0	0
Information Services						
Facilities	0	0	0	(1,050)	0	(1,050)
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
	<u>0</u>	<u>0</u>	<u>0</u>	<u>(1,050)</u>	<u>0</u>	<u>(1,050)</u>

The revenue for September in total is greater than budget by \$10,261. We received the 2017 National Convention distribution of \$47,298, which is better than the budget by \$17,298. I thank all of the volunteers, including John Acker and John Erickson. Your support helped make the Convention a success. The Education workshops in Columbia were very successful this month by being greater than budget by \$9,920. The membership was lower than budget by \$10,151. The Mart and Bulletin advertising combined revenue were on budget. We received an operating pledge payment of \$12,500 to further support our mission.

The total expenses are under budget by \$338, even with the building expenses over budget by \$3,368 in five different expense categories. Some expenses are very hard to control, such as the utilities and equipment maintenance.

The total investments had a positive market change of \$33,069 this month. The current investment balance is \$2,536,757. Our investments are moving higher with our market positions.

The total donations were \$17,675, which includes an Equipment pledge of \$10,000. I appreciate and thank all who support the NAWCC with their pledges, but I really like equipment pledges and donations to continue to improve our total investment in the buildings we own.

I applied for the PA sales and use tax exemption and received the renewal, which is good until August 31, 2022. This allows the NAWCC to purchase taxable goods tax free and saves us thousands of dollars each year. I continue to work in the nonprofit buying group. We changed our dental program effective September 1. The new plan provides better benefits for the employees and saves about \$1,100 per year for NAWCC. I like it when a plan comes together. I attended several webinars; one was on the energy market as I get ready to purchase gas and electric on the open market.

Charles J. Auman, Controller

October 12, 2017

DONATIONS/GRANTS/ENDOWMENTS - FY'18

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'17	10,339.00		45.00	50.00	10,434.00	1,787.95	2,720.00		12,500.00	17,007.95	51,100.00	78,541.95	78,541.95
May'17	8,037.00				8,037.00	1,714.00	4,892.00	500.00		7,106.00	3,600.00	18,743.00	97,284.95
Jun'17	104,853.00	306.00	7,756.00	5.00	112,920.00	3,007.00		36.00		3,043.00		115,963.00	213,247.95
Jul'17	13,130.00	13,936.50	50.00	50.00	27,166.50	3,000.00	2,850.54	350.00		6,200.54	1,000.00	34,367.04	247,614.99
Aug'17	114,935.00	1,306.00	60.00	344.00	116,645.00	2,043.00		500.00		2,543.00	5,000.00	124,188.00	371,802.99
Sep'17	5,140.00	208.00	275.00		5,623.00	11,550.00				11,550.00	500.00	17,673.00	389,475.99
Oct'17	6,363.00	50.00	120.00		6,533.00	3,000.00			1,038.00	4,038.00	3,800.00	14,371.00	403,846.99
Nov'17					0.00					0.00		0.00	403,846.99
Dec'17					0.00					0.00		0.00	403,846.99
Jan'18					0.00					0.00		0.00	403,846.99
Feb'18					0.00					0.00		0.00	403,846.99
Mar'18					0.00					0.00		0.00	403,846.99
Total FY17	262,797.00	15,806.50	8,306.00	449.00	287,358.50	26,101.95	10,462.54	1,386.00	13,538.00	51,488.49	65,000.00	403,846.99	

Total FY17	226,512.07	30,711.00	5,156.00	6,740.00	269,119.07	56,716.05	26,430.00	1,668.92	12,791.00	97,605.97	171,978.00	538,703.04	
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

NAWCC INVESTMENT & SPECIAL FUNDS - FY 2017
September, 2017

	Net Value 3/31/2017	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 09/31/2017	Transfers Available	Net Value 09/31/2017
NAWCC SHORT TERM FUNDS									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	357,356	0	(25,000)	(977)	2,894	18,816	353,089	1,294	354,383
LIBRARY ACQUISITIONS	29,949	2,343	(2,635)	(82)	250	1,596	31,421	123	31,544
MUSEUM ACQUISITIONS	36,667	100	0	(100)	304	1,963	38,934	0	38,934
SYMPOSIUM FUND	17,319	0	(9,000)	(37)	107	691	9,080	0	9,080
TOTAL SHORT TERM FUNDS	441,291	2,443	(36,635)	(1,196)	3,555	23,066	432,524	1,417	433,941
NAWCC LONG TERM INVESTMENT FUNDS									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	24,861	0	0	(61)	206	1,301	26,307	0	26,307
MUSEUM/LIBRARY FUND	767,798	0	0	(1,880)	6,330	40,203	812,451	(74,564)	737,887
MUSEUM ENDOWMENT	458,249	52,600	0	(1,248)	4,208	26,700	540,509	(29,524)	510,985
LIBRARY ENDOWMENT	130,394	1,000	0	(320)	1,082	6,858	139,014	(9,706)	129,308
NAWCC ENDOW-SCHOOL/EDUCATION	237,733	600	0	(583)	1,965	12,472	252,187	(12,344)	239,843
NAWCC ENDOWMENT	228,310	13,250	0	(579)	1,978	12,518	255,477	(1,800)	253,677
MIDWEST SCHOLARSHIP	22,648	0	0	(55)	188	1,184	23,965	0	23,965
PRITCHARD FUND	51,336	0	0	(126)	423	2,689	54,322	0	54,322
TOTAL LONG TERM INVESTMENT FUNDS	1,921,329	67,450	0	(4,852)	16,380	103,925	2,104,232	(127,938)	1,976,294
NAWCC GIFT ANNUITY									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	254,957	0	(8,145)	(742)	2,584	15,257	263,911	0	263,911
TOTAL NAWCC GIFT ANNUITY	254,957	0	(8,145)	(742)	2,584	15,257	263,911	0	263,911
TOTAL NAWCC FUNDS	2,617,577	69,893	(44,780)	(6,790)	22,519	142,248	2,800,667	(126,521)	2,674,146

Member Services Report – September 2017

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Sep 30	Aug 31	Jul 31	Jun 30
*Regular/Student/Youth	11,082	11,140	11,219	11,282
Associate	695	692	695	701
Life	220	220	220	220
Total Individual	11,997	12,052	12,134	12,203

Contributing Memberships

Brass	99	102	100	100
Silver	36	37	39	39
Gold	15	15	15	15
Platinum	10	10	10	9
Ruby	2	2	2	2
Total Contributing	162	166	166	165

Business Memberships

Regular	251	253	256	253
Silver	12	12	12	12
Gold	2	2	2	2
Ruby	1	1	1	1
Total Business	266	268	271	268

Total Membership	12,425	12,486	12,571	12,636
Gain/Loss	-61	-85	-65	-37

*Regular with Online Only Publications and Students – 1878 (16.9%)

*International (included in figures above) – 763

Institutional Subscription Bulletin subscribers - 26

Total New & Reinstated Members

	Sep	(Aug)	MGI					Phone	Highest
			Mail	/ Phone	/ Web	/ Reg	/Telemarketing	Renewals	Member #
New	64	46	7	14	32	11	0	67	181,893
Rei	95	49	25	21	23	10	16		
Total	159	95	32	35	55	21	16		

Suspended Members	Total	Paid-to-Date	Net
Oct 1 (Sep 30 expiration)	295		
Sep 1 (Aug 31 expiration)	293	75	218

Dropped Due to Non-Payment

Aug 1 (Jul 31 expiration) 183

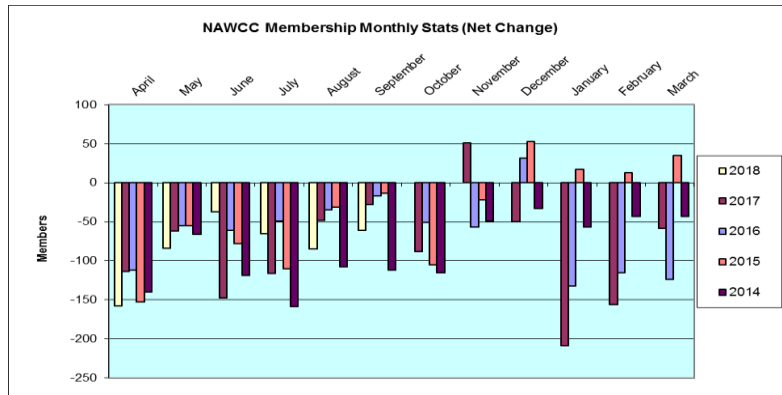
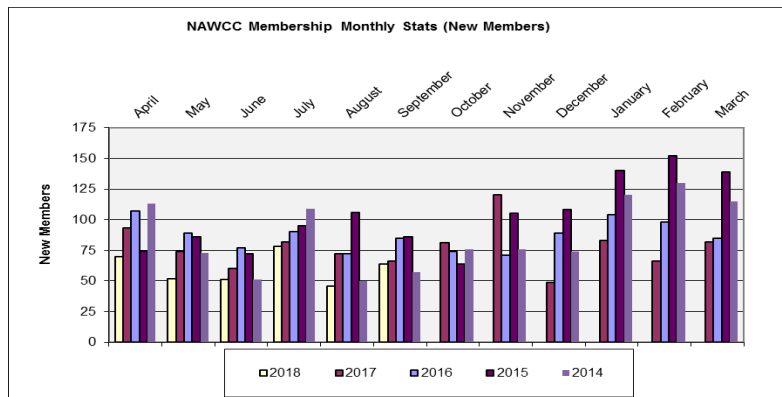
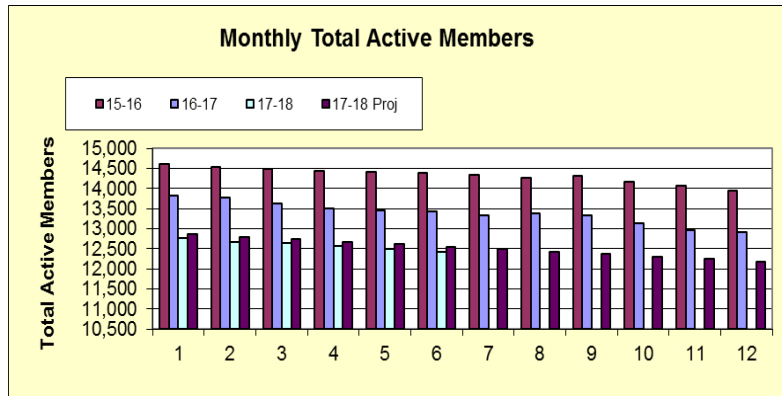
Dropped Due to:

Deaths 7
Resignations 3

FY / YTD Totals – 4/1 to 9/30

	New Members	Retention	Member Net
2017 / 2018	361	-851	-490
2016 / 2017	447	-963	-516
2015 / 2016	520	-849	-329
2014 / 2015	519	-959	-440

MEMBER SERVICES REPORT – SEPTEMBER 2017



Notes of Interest for Quarter:

- 16 past members renewed this quarter thru telemarketing company’s quarterly calling period.
- Three regionals and the National Convention submitted 64 membership applications. Of those, 21 were Introductory and 1 was ineligible. We had an additional 64 Introductory memberships.
- 10 \$35 member recruitment vouchers were issued. 16 were redeemed.
- 9 new Introductory members renewed for a full year this quarter.

Pam Lindenberger, Manager
NAWCC Member Services