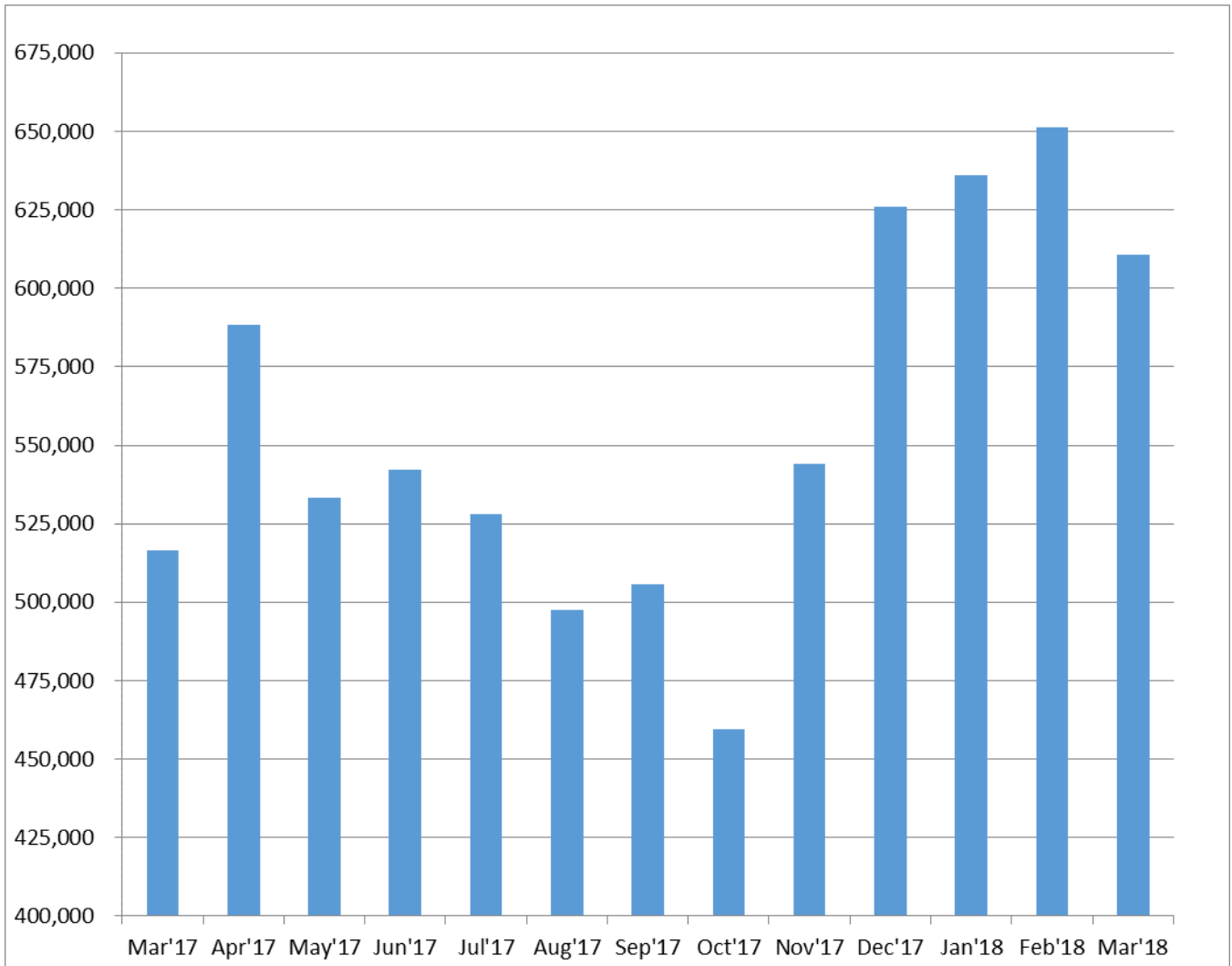
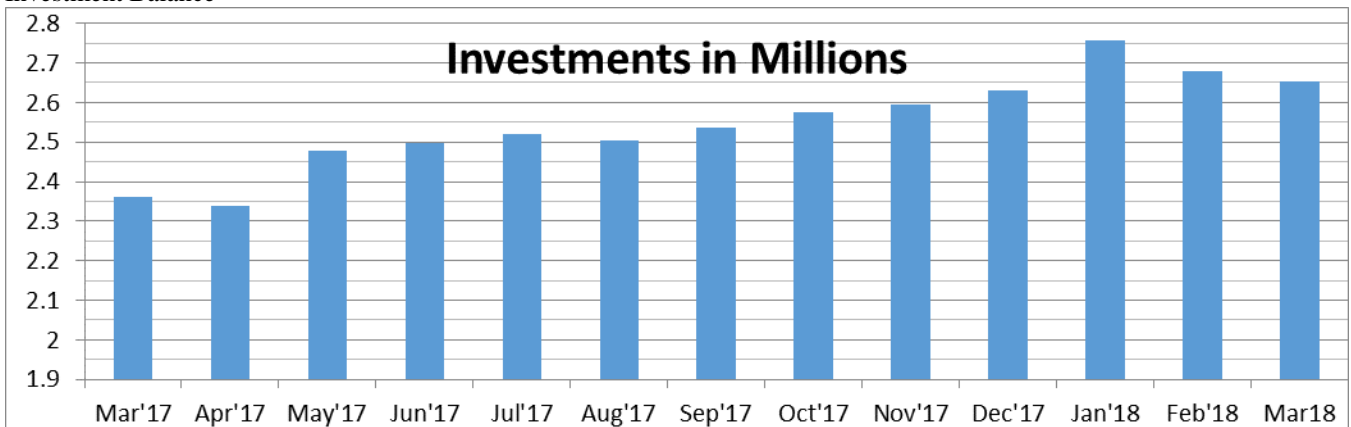


Controller's Report for March 2018 Period 12 FY 2018

Net Liquidity Reserve Chart



Investment Balance



Controller's Report for March 2018 Period 12 FY 2018
 Financial Summary

	Mar'18 Actual	Mar'18 Budget	Mar'18 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	150,662	160,028	(9,366)	1,884,500	1,729,373	155,127
Operating Expenses	158,621	155,040	(3,581)	1,738,432	1,789,215	50,783
Net Revenue/Expenses	(7,959)	4,988	(12,947)	146,068	(59,842)	205,910
Less: Operating Pledge	0	0	0	(200,000)	0	(200,000)
Plus: Pledge Payments	10,000	0	10,000	42,500	0	42,500
Net with Pledge Adjustments	2,041	4,988	(2,947)	(11,432)	(59,842)	48,410
Capital Expenditures						
NAWCC Short Term Fund	0	0	0	12,297	0	12,297
Less Capital Expenditures						
Information Services	0	0	0	(7,600)	0	(7,600)
Facilities	0	0	0	(4,697)	0	(4,697)
Net Capital Expenditures	0	0	0	0	0	0

- Operating Revenue is \$155,127 above budget for fiscal year-to-date
- Operating expenses are \$50,783 below budget for fiscal year-to-date
- Net Results after Pledges is \$11,432 deficit for fiscal year-to-date
- Our investments total \$2,652,924 with a negative market change of \$25,940 this month
- Our investments have a total gain of \$251,637 year-to-date
- March donations were \$14,327 and \$7,500 additional pledges
- The Equipment Repairs are over budget by \$9,592 for the year
- Membership Revenue is 4.5% less than budget for FY'18

March was a hard month for me personally with the loss of a brother and the need to travel to Florida to help with his estate. I attended a webinar on the American Disability Act and the Family Medical Leave Act to update myself on the changes. I completed the general ledger budget update and updated the payroll files for the medical deduction changes.

Charles J. Auman, Controller

April 21, 2018

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	2,472	2,350	122	3,177	84,844	58,900	25,944	70,776
MEMBERS SERVICES	105,164	109,043	(3,879)	111,278	1,039,918	1,081,558	(41,640)	1,106,623
COMMUNICATIONS	219	60	159	(74)	1,591	1,800	(209)	1,749
DEVELOPMENT	(13,144)	2,900	(16,044)	108,133	276,626	60,000	216,626	166,734
PUBLISHING SERVICES	20,422	24,080	(3,658)	19,790	129,659	161,300	(31,641)	165,938
INFORMATION SERVICES	1,039	1,270	(231)	1,319	11,424	15,000	(3,576)	13,863
FACILITIES	0	0	0	0	200	0	200	285
MUSEUM	9,220	6,350	2,870	5,330	135,348	132,615	2,733	121,802
EDUCATION	16,166	8,450	7,716	6,711	115,471	120,920	(5,449)	168,140
LIBRARY SERVICES	4,665	3,175	1,490	3,623	43,310	39,300	4,010	37,803
MUSEUM STORE	3,889	1,800	2,089	779	28,584	28,630	(46)	27,579
BOARD/COMMITTEES	0	0	0	0	450	0	450	377
TRAVELING WORKSHOPS	0	0	0	0	10,475	22,750	(12,275)	24,855
REAL ESTATE HOLDING	550	550	0	550	6,600	6,600	0	6,150
Total REVENUE	150,662	160,028	(9,366)	260,616	1,884,500	1,729,373	155,127	1,912,674
EXPENSES								
ADMINISTRATION	30,236	23,665	(6,571)	28,474	329,064	307,130	(21,934)	297,574
MEMBERS SERVICES	13,838	18,005	4,167	12,127	179,528	201,770	22,242	192,020
COMMUNICATIONS	5,663	5,995	332	5,727	70,774	71,550	776	70,209
DEVELOPMENT	8,069	4,595	(3,474)	3,051	77,503	69,190	(8,313)	71,100
PUBLISHING SERVICES	41,973	40,690	(1,283)	42,618	337,357	327,820	(9,537)	346,696
INFORMATION SERVICES	8,886	11,560	2,674	(1,163)	133,740	137,620	3,880	137,641
FACILITIES	11,372	14,315	2,943	22,971	187,187	179,430	(7,757)	192,873
MUSEUM	16,819	12,385	(4,434)	15,791	176,678	158,910	(17,768)	170,240
EDUCATION	9,034	10,715	1,681	5,420	67,783	138,605	70,822	122,214
LIBRARY SERVICES	7,093	8,250	1,157	6,555	103,323	100,210	(3,113)	94,736
MUSEUM STORE	4,131	2,595	(1,536)	1,443	37,295	34,980	(2,315)	36,844
BOARD/COMMITTEES	400	1,000	600	2,694	25,000	39,250	14,250	39,236
TRAVELING WORKSHOPS	8	0	(8)	20	7,160	16,400	9,240	19,737
REAL ESTATE HOLDING	1,099	1,270	171	1,098	6,040	6,350	310	5,573
Total EXPENSES	158,621	155,040	(3,581)	146,826	1,738,432	1,789,215	50,783	1,796,693
NET REVENUE OVER/UNDER EXPENSES	(7,959)	4,988	(12,947)	113,790	146,068	(59,842)	205,910	115,981
LESS: OPERATING PLEDGES	0	0	0	(100,000)	(200,000)	0	(200,000)	(100,000)
PLUS: PLEDGE PAYMENTS	10,000	0	10,000	0	42,500	0	42,500	0
NET WITH PLEDGE PAYMENTS	2,041	4,988	(2,947)	13,790	(11,432)	(59,842)	48,410	15,981
CAPITAL EXPENDITURES								
NAWCC SHORT TERM FUNDS	0	0	0	12,480	12,297	0	12,297	14,580
LESS: CAPITAL EXPENDITURES								
INFORMATION SERVICES	0	0	0	(12,769)	(7,600)	0	(7,600)	(14,869)
FACILITIES	0	0	0	0	(4,697)	0	(4,697)	0
NET CAPITAL EXPENDITURES	0	0	0	(289)	0	0	0	(289)

02 - Temp Funds
(In Whole Numbers)

National Association of Watch Clock Collectors, Inc.
From 3/1/2018 Through 3/31/2018

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	170	280	1,243	213	5,999	3,360	2,639	11,099
MEMBERS SERVICES	0	0	0	0	0	0	0	200
COMMUNICATIONS	0	0	0	30	0	0	0	30
DEVELOPMENT	5,755	1,200	4,555	(9,600)	12,005	20,000	(7,995)	(3,340)
PUBLISHING SERVICES	1,000	0	1,000	1,000	10,173	1,200	8,973	1,000
FACILITIES	0	0	0	2,075	116,500	0	116,500	34,888
MUSEUM	(3,019)	150	(3,169)	11,791	33,879	1,910	31,969	38,916
EDUCATION	0	0	0	0	12,500	2,000	10,500	12,566
LIBRARY SERVICES	1,478	800	678	557	9,661	10,600	(939)	16,179
BOARD/COMMITTEES	(6)	80	(86)	1	38,527	11,460	27,067	52,687
TRAVELING WORKSHOPS	0	0	0	100	0	0	0	100
Total REVENUE	5,378	2,510	4,221	6,167	239,244	50,530	188,714	164,325
EXPENSES								
ADMINISTRATION	0	40	40	(1,495)	1,870	2,140	270	1,839
MEMBERS SERVICES	0	0	0	230	0	0	0	230
DEVELOPMENT	300	1,500	1,200	0	3,292	44,100	40,808	8,096
PUBLISHING SERVICES	0	0	0	0	4,399	1,100	(3,299)	12
INFORMATION SERVICES	0	0	0	550	0	0	0	550
FACILITIES	1,100	0	(1,100)	144	1,233	0	(1,233)	144
MUSEUM	516	10	(506)	12,175	19,778	3,980	(15,798)	25,209
EDUCATION	45	0	(45)	4,399	14,900	10,800	(4,100)	11,042
LIBRARY SERVICES	2,375	880	(1,495)	(444)	12,121	11,700	(421)	6,334
BOARD/COMMITTEES	0	10	10	1,505	53,416	8,330	(45,086)	45,429
Total EXPENSES	4,336	2,440	(1,896)	17,064	111,009	82,150	(28,859)	98,885
NET REVENUE OVER/UNDER EXPENSES	1,042	70	2,325	(10,897)	128,235	(31,620)	159,855	65,440
CAPITAL EXPENDITURES								
TEMP RESTRICTED FUNDS	0	0	0	0	24,601	0	24,601	64,136
LESS: CAPITAL EXPENDITURES								
FACILITIES	0	0	0	0	0	0	0	(64,136)
LIBRARY SERVICES	0	0	0	0	(24,601)	0	(24,601)	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	10,500	0	0	0	10,850
DEVELOPMENT	7,045	0	7,045	(13,324)	28,440	0	28,440	41,306
MUSEUM	0	0	0	(806)	59,706	4,000	55,706	36,654
EDUCATION	5,000	0	5,000	(4,807)	10,100	0	10,100	28,381
LIBRARY SERVICES	5	0	5	65	2,905	1,000	1,905	31,445
Total REVENUE	12,050	0	12,050	(8,372)	101,151	5,000	96,151	148,636
NET REVENUE OVER/UNDER EXPENSES	12,050	0	12,050	(8,372)	101,151	5,000	96,151	148,636

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	27,406.00	1,126.00	1,835.00	2,095.00	32,462.00	3,400.00	13,700.00			17,100.00	5,450.00	55,012.00	458,858.99
Dec'17	22,945.00	4,127.00	960.00	185.00	28,217.00	105,080.00	333.00	475.00		105,888.00	15,706.00	149,811.00	608,669.99
Jan'18	9,243.00	9,500.00	370.00		19,113.00	410.00	4,915.00			5,325.00	2,870.00	27,308.00	635,977.99
Feb'18	8,864.00	2,734.00	20.00		11,618.00	1,155.00	5,555.00			6,710.00	75.00	18,403.00	654,380.99
Mar'18	3,947.00	570.00		10.00	4,527.00	4,750.00		200.00		4,950.00	12,050.00	21,527.00	675,907.99
Total FY17	335,202.00	33,863.50	11,491.00	2,739.00	383,295.50	140,896.95	34,965.54	2,061.00	13,538.00	191,461.49	101,151.00	675,907.99	

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 2018

March 2018

	Net Value 3/31/2017	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 2/28/2018	Transfers Available	Net Value 2/28/2018
NAWCC SHORT TERM FUNDS									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	357,356	0	(36,522)	(2,033)	14,855	17,783	351,439	0	351,439
LIBRARY ACQUISITIONS	29,949	9,144	(8,572)	(182)	1,359	1,558	33,256	2,058	35,314
MUSEUM ACQUISITIONS	36,667	5,600	(5,500)	(216)	1,618	1,751	39,920	0	39,920
SYMPOSIUM FUND	17,319	0	(9,000)	(64)	416	661	9,332	0	9,332
TOTAL SHORT TERM FUNDS	441,291	14,744	(59,594)	(2,495)	18,248	21,753	433,947	2,058	436,005
NAWCC LONG TERM INVESTMENT FUNDS									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	24,861	0	0	(128)	1,108	1,219	27,060	0	27,060
MUSEUM/LIBRARY FUND	767,798	0	(30,500)	(3,891)	33,211	38,466	805,084	(58,956)	746,128
MUSEUM ENDOWMENT	458,249	63,450	0	(2,623)	23,031	24,712	566,819	(42,348)	524,471
LIBRARY ENDOWMENT	130,394	8,575	0	(674)	5,965	6,172	150,432	(12,153)	138,279
NAWCC ENDOW-SCHOOL/EDUCATION	237,733	17,925	0	(1,236)	10,993	11,159	276,574	(12,914)	263,660
NAWCC ENDOWMENT	228,310	63,220	0	(1,280)	11,355	11,014	312,619	(10,033)	302,586
MIDWEST SCHOLARSHIP	22,648	0	0	(115)	1,011	1,109	24,653	0	24,653
PRITCHARD FUND	51,336	0	(138)	(263)	2,283	2,519	55,737	0	55,737
TOTAL LONG TERM INVESTMENT FUNDS	1,921,329	153,170	(30,638)	(10,210)	88,957	96,370	2,218,978	(136,404)	2,082,574
NAWCC GIFT ANNUITY									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	254,957	0	(16,290)	(1,630)	9,796	16,513	263,346	0	263,346
TOTAL NAWCC GIFT ANNUITY	254,957	0	(16,290)	(1,630)	9,796	16,513	263,346	0	263,346
TOTAL NAWCC FUNDS	2,617,577	167,914	(106,522)	(14,335)	117,001	134,636	2,916,271	(134,346)	2,781,925

Member Services Report – March 2018

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Mar 31	Feb 28	Jan 31	Dec 31
*Regular/Student/Youth	10,680	10,688	10,763	10,804
Associate	685	684	686	682
Life	219	220	220	220
Total Individual	11,584	11,592	11,669	11,706

Contributing Memberships

Brass	100	101	99	99
Silver	34	34	35	32
Gold	18	17	17	17
Platinum	10	10	10	10
Ruby	2	2	2	2
Total Contributing	164	164	163	160

Business Memberships

Regular	239	234	238	247
Silver	9	11	12	11
Gold	2	2	2	2
Ruby	1	1	1	1
Total Business	251	248	253	261

Total Membership	11,999	12,004	12,085	12,127
Gain/Loss	-5	-81	-42	-144

*Regular with Online Only Publications and Student/Youth – 1861 (17%)

*International (included in figures above) – 729

Institutional Subscription Bulletin subscribers - 22

Total New & Reinstated Members

	Mar	\$52	(Feb)	Mail	Phone	Web	Reg	MGI /Telemarketing	Highest Member #
New	108	46	86	23	15	60	10	0	182,344
Rei	104		74	18	24	23	10	29	
Total	212		160	41	39	83	20	29	

Suspended Members

	Total	Paid-to-Date	Net
Apr 1 (Mar 31 expiration)	352		
Mar 1 (Feb 28 expiration)	317	88	229

Dropped Due to Non-Payment

Feb 1 (Jan 31 expiration)	230
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Dropped Due to:

Deaths	7
Resignations	6

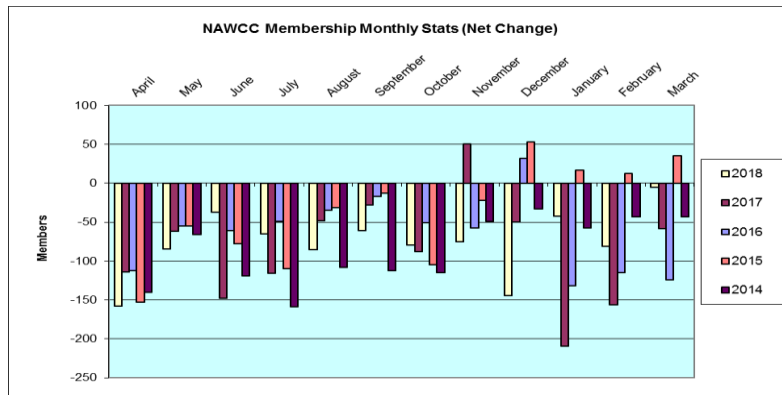
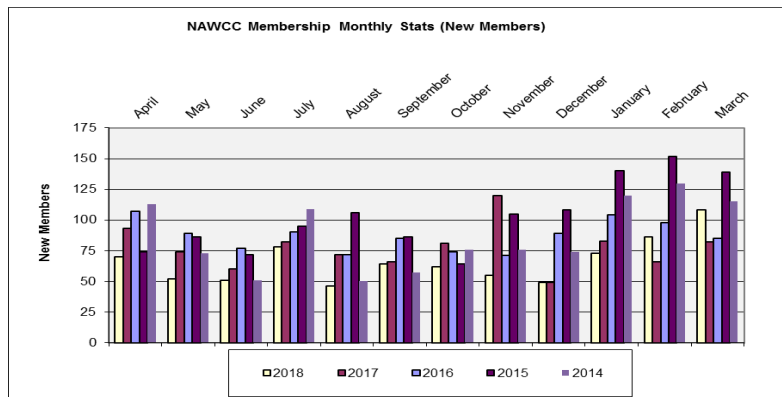
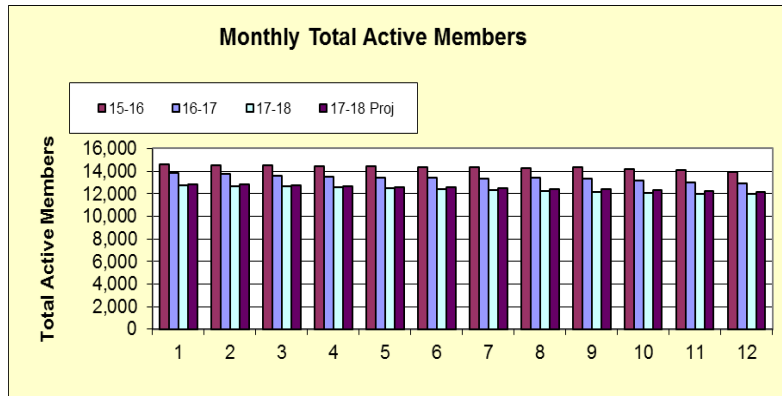
FY / YTD Totals - 4/1 to 3/31

	New Members	Retention	Member Net
2017 / 2018	794	-1710	-916
2016 / 2017	928	-1954	-1026
2015 / 2016	1041	-1817	-776
2014 / 2015	1227	-1676	-449

Phone Logs

Helped member	173
Helped non-member	121
Redirected	107
Renewal	101
New/Rei member	41

MEMBER SERVICES REPORT – MARCH 2018

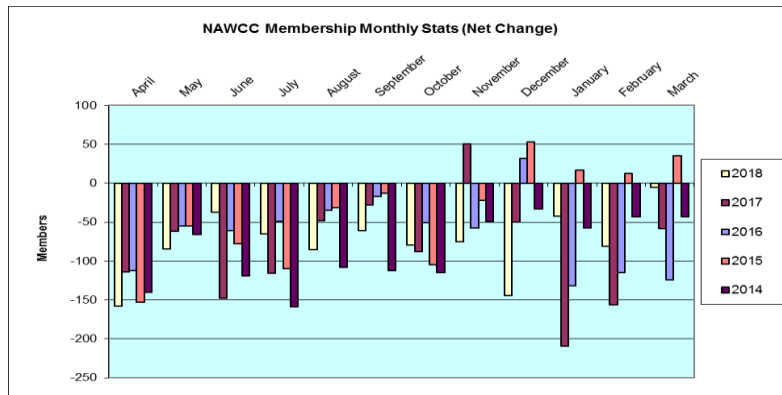
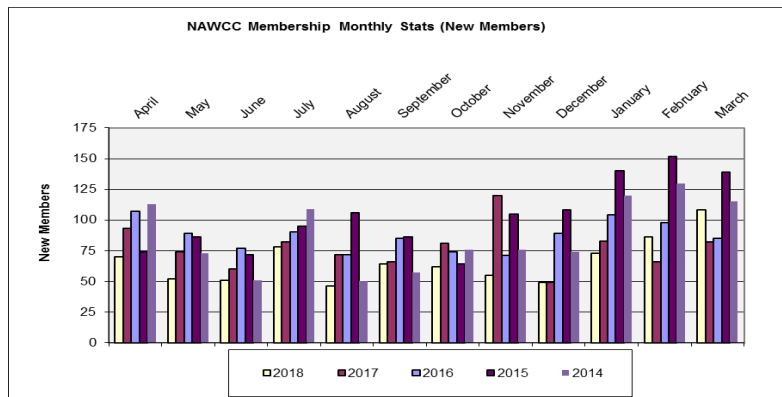
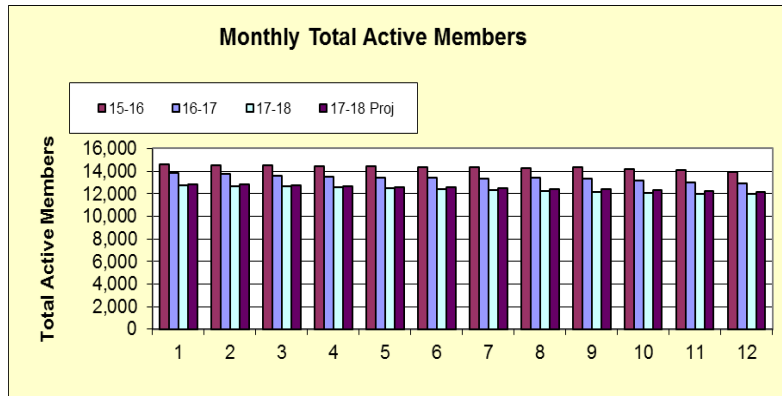


Notes of Interest for Quarter:

- 31 past members renewed this quarter thru telemarketing company's quarterly calling period.
- Three regionals submitted 56 memberships. Of those, 8 were Introductory. We had an additional 45 Introductory memberships.
- 19 new Introductory members renewed for a full year this quarter.
- 12 \$35 member recruitment vouchers were issued. 9 were redeemed.
- For this quarter 99 members joined at the \$52/\$65 Special Discount membership.
- 2018 Symposium online registration set up.
- Chapters and regionals received a mailing of the Special Discount brochures.
- Eligible members were notified about the Recognition pins.
- Geographical chapters received their yearly list of members in their area.
- 50 year members added to virtual plaque.

Pam Lindenberger, Manager
NAWCC Member Services

MEMBER SERVICES REPORT – MARCH 2018



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- Eligible members were notified about the Recognition pins.
- Geographical chapters received their yearly list of members in their area.
- 50 year members added to virtual plaque.

Pam Lindenberger, Manager
NAWCC Member Services