

National Association of Watch Clock Collectors, Inc.
From 6/1/2018 Through 6/30/2018

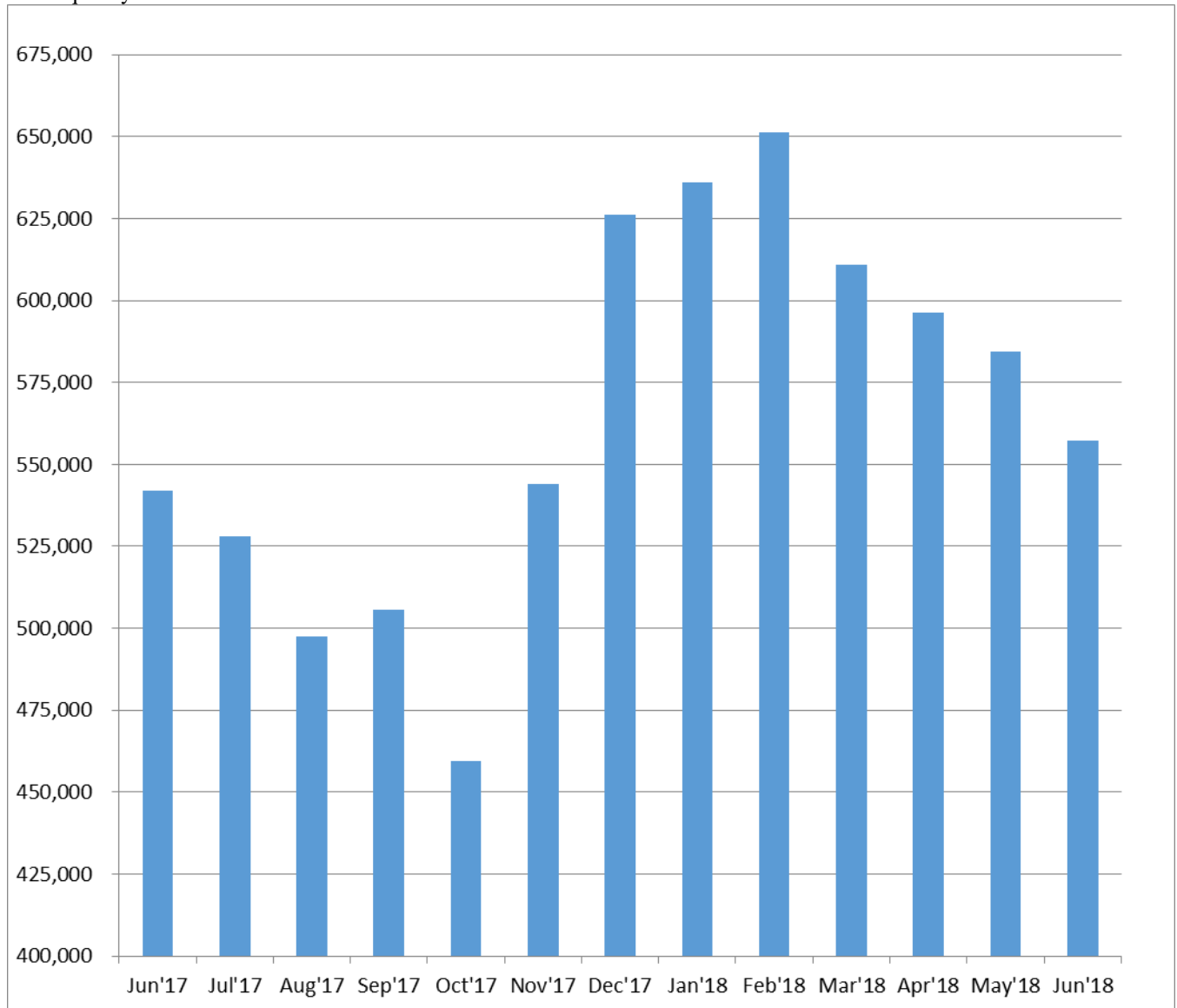
02 - Temp Funds
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	122	0	122	169	279	0	279	315
DEVELOPMENT	1,100	0	1,100	700	7,290	0	7,290	700
PUBLISHING SERVICES	0	0	0	1,607	242	0	242	5,906
FACILITIES	0	0	0	0	5,176	0	5,176	0
MUSEUM	11,573	0	11,573	85	11,694	0	11,694	7,470
EDUCATION	0	0	0	0	0	0	0	12,500
LIBRARY SERVICES	243	0	243	76	1,536	0	1,536	1,857
BOARD/COMMITTEES	15	0	15	740	532	0	532	796
Total REVENUE	13,053	0	13,053	3,377	26,749	0	26,749	29,544
EXPENSES								
ADMINISTRATION	2,070	0	(2,070)	5	6,571	0	(6,571)	91
DEVELOPMENT	406	0	(406)	9	1,456	0	(1,456)	9
PUBLISHING SERVICES	407	0	(407)	253	1,070	0	(1,070)	1,282
INFORMATION SERVICES	0	0	0	0	360	0	(360)	0
FACILITIES	2,128	0	(2,128)	0	3,990	0	(3,990)	0
MUSEUM	1,124	0	(1,124)	1,410	4,799	0	(4,799)	4,439
EDUCATION	0	0	0	1,853	585	0	(585)	3,716
LIBRARY SERVICES	943	0	(943)	1,705	2,817	0	(2,817)	2,486
BOARD/COMMITTEES	0	0	0	(30)	14	0	(14)	26
Total EXPENSES	7,078	0	(7,078)	5,205	21,662	0	(21,662)	12,048
NET REVENUE OVER/UNDER EXPENSES	5,975	0	5,975	(1,828)	5,087	0	5,087	17,496
CAPITAL EXPENDITURES								
TEMP RESTRICTED FUNDS	11,508	0	(11,508)	0	11,508	0	(11,508)	0
LESS; CAPITAL EXPENDITURES								
INFORMATION SERVICES	0	0	0	0	0	0	0	0
MUSEUM	(6,507)	0	6,507		(6,507)	0	6,507	
LIBRARY SERVICES	0	0	0	0	(15,271)	0	15,271	0
NET CAPITAL EXPENDITURES	5,001	0	(5,001)	0	(10,270)	0	10,270	0

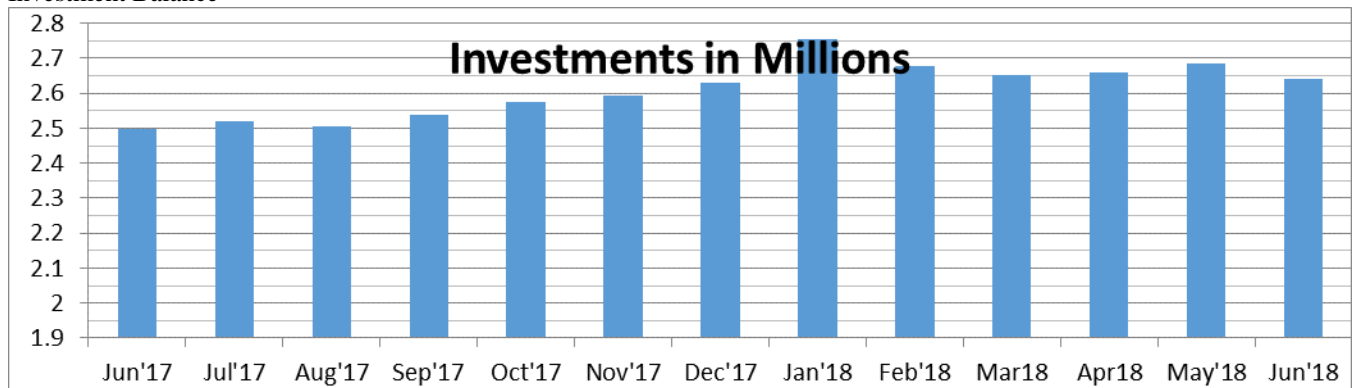
03 - Endowments
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
DEVELOPMENT	200	0	200	0	3,350	0	3,350	500
MUSEUM	5,075	0	5,075	0	6,225	0	6,225	52,600
EDUCATION	1,000	0	1,000	0	1,100	0	1,100	0
LIBRARY SERVICES	1,100	0	1,100	0	2,300	0	2,300	1,600
Total REVENUE	7,375	0	7,375	0	12,975	0	12,975	54,700
NET REVENUE OVER/UNDER EXPENSES	7,375	0	7,375	0	12,975	0	12,975	54,700

Net Liquidity Reserve Chart



Investment Balance



Controller's Report for June 2018 Period 3 FY 2019
 Financial Summary

	Jun'18 Actual	Jun'18 Budget	Jun'18 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	128,555	125,483	3,072	383,845	370,677	13,168
Operating Expenses	136,971	132,610	(4,361)	427,602	421,318	(6,284)
Net Revenue/Expenses	(8,416)	(7,127)	(1,289)	(43,757)	(50,641)	6,884
Less: Operating Pledge	0	0	0	0	0	0
Plus: Pledge Payments	0	0	0	18,500	0	18,500
Net with Pledge Adjustments	(8,416)	(7,127)	(1,289)	(25,257)	(50,641)	25,384
Capital Expenditures						
NAWCC Short Term Fund	0	0	0	0	0	0
Less Capital Expenditures						
Information Services	0	0	0	0	0	0
Facilities	0	0	0	0	0	0
Net Capital Expenditures	0	0	0	0	0	0

- Operating Revenue is \$3,072 over budget for June; producing a positive YTD of \$13,168
- Operating expenses are \$4,361 over budget for June, that include the gift in-kind (donated watch) of \$6,800
- Net Revenue is greater than budget for YTD by \$6,884
- Membership Revenue for June YTD is \$2,291 greater than budget
- Our investments total is \$2,558,779
- Our investments dividends and capital gains total \$23,617 year-to-date
- June donations were \$19,981 for Operations, \$7,375 for the Endowments and Temp Restricted Total of \$12,608.

The auditors have completed the audit and it has been submitted to the Board of Directors for their approval. I have submitted all of the paperwork to open the bank account for the 2019 National Convention. We switched the employee life, short and long term disability benefits to a new carrier that will save over \$1,000 per year.

Charles J. Auman, Controller

July 9, 2018

DONATIONS/GRANTS/ENDOWMENTS - FY'19

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'18	12,086.00		170.00	120.00	12,376.00	6,176.00			585.00	6,761.00	3,400.00	22,537.00	22,537.00
May'18	19,498.00	3,855.00	3,865.00	102.00	27,320.00	4,465.00	50.00			4,515.00	2,200.00	34,035.00	56,572.00
Jun'18	19,725.00	206.00	50.00		19,981.00	1,100.00	11,508.00			12,608.00	7,375.00	39,964.00	96,536.00
Jul'18					0.00					0.00		0.00	96,536.00
Aug'18					0.00					0.00		0.00	96,536.00
Sep'18					0.00					0.00		0.00	96,536.00
Oct'18					0.00					0.00		0.00	96,536.00
Nov'18					0.00					0.00		0.00	96,536.00
Dec'18					0.00					0.00		0.00	96,536.00
Jan'19					0.00					0.00		0.00	96,536.00
Feb'19					0.00					0.00		0.00	96,536.00
Mar'19					0.00					0.00		0.00	96,536.00
Total FY19	51,309.00	4,061.00	4,085.00	222.00	59,677.00	11,741.00	11,558.00	0.00	585.00	23,884.00	12,975.00	96,536.00	

Note: May 18 Association Unrestricted includes \$15,650 for the 75th Celebration

Total FY18	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
 JUNE 2018

	Net Value 3/31/2018	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 6/30/2018	Transfers Available	Net Value 6/30/2018
NAWCC SHORT TERM FUNDS									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	351,439	0	0	(516)	1,195	2,602	354,720	(10,160)	344,560
LIBRARY ACQUISITIONS	33,256	3,343	(5,147)	(52)	115	271	31,786	1,013	32,799
MUSEUM ACQUISITIONS	39,920	0	0	(59)	136	295	40,292	0	40,292
SYMPOSIUM FUND	9,332	0	0	(14)	32	70	9,420	0	9,420
TOTAL SHORT TERM FUNDS	433,947	3,343	(5,147)	(641)	1,478	3,238	436,218	(9,147)	427,071
NAWCC LONG TERM INVESTMENT FUNDS									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	27,060	0	0	(34)	97	133	27,256	(264)	26,992
MUSEUM/LIBRARY FUND	805,084	0	(20,700)	(999)	2,837	3,989	790,211	(46,518)	743,693
MUSEUM ENDOWMENT	566,819	1,200	(14,800)	(703)	1,997	2,808	557,321	(28,058)	529,263
LIBRARY ENDOWMENT	150,432	1,255	(4,200)	(187)	533	748	148,581	(8,478)	140,103
NAWCC ENDOW-SCHOOL/EDUCATION	276,574	5,150	(6,300)	(349)	994	1,393	277,462	(13,412)	264,050
NAWCC ENDOWMENT	312,619	15,747	(4,000)	(390)	1,138	1,553	326,667	(10,098)	316,569
MIDWEST SCHOLARSHIP	24,653	0	(4,410)	(31)	81	128	20,421	(2,070)	18,351
PRITCHARD FUND	55,737	0	0	(69)	198	274	56,140	0	56,140
TOTAL LONG TERM INVESTMENT FUNDS	2,218,978	23,352	(54,410)	(2,762)	7,875	11,026	2,204,059	(108,898)	2,095,161
NAWCC GIFT ANNUITY									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	263,346	0	0	(438)	1,526	608	265,042	0	265,042
TOTAL NAWCC GIFT ANNUITY	263,346	0	0	(438)	1,526	608	265,042	0	265,042
TOTAL NAWCC FUNDS	2,916,271	26,695	(59,557)	(3,841)	10,879	14,872	2,905,319	(118,045)	2,787,274

Member Services Report - June 2018

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Jun 30	May 31	Apr 30	Mar 31
*Regular/Student/Youth	10,553	10,555	10,577	10,680
Associate	675	676	680	685
Life	219	219	219	219
Total Individual	11,447	11,450	11,476	11,584

Contributing Memberships

Brass	95	100	100	100
Silver	39	34	34	34
Gold	17	18	19	18
Platinum	11	11	10	10
Ruby	1	1	1	2
Diamond	1	1	1	0
Total Contributing	164	165	165	164

Business Memberships

Regular	244	241	242	239
Silver	7	8	7	9
Gold	2	2	2	2
Ruby	1	1	1	1
Total Business	254	252	252	251

Total Membership	11,865	11,867	11,893	11,999
Gain/Loss	-2	-26	-106	-5

*Regular with Online Only Publications and Student/Youth – 1810 (17%)

*International (included in figures above) – 724

Institutional Subscription Bulletin subscribers - 16

Total New & Reinstated Members

	Jun	\$52	(May)	MGI					Highest
				Mail / Phone / Web / Reg /Telemarketing					Member #
New	54	45	88	7	13	33	1	0	182,585
Rei	122		45	19	27	23	1	52	
Total	176		133	26	40	56	2	52	

Suspended Members	Total	Paid-to-Date	Net
Jul 1 (Jun 30 expiration)	278		
Jun 1 (May 31 expiration)	247	66	181

Dropped Due to Non-Payment

May 1 (Apr 30 expiration)	147
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Dropped Due to:

Deaths	9
Resignations	4

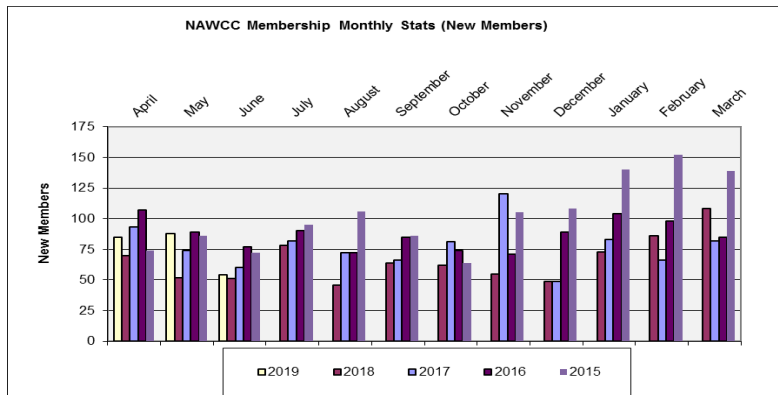
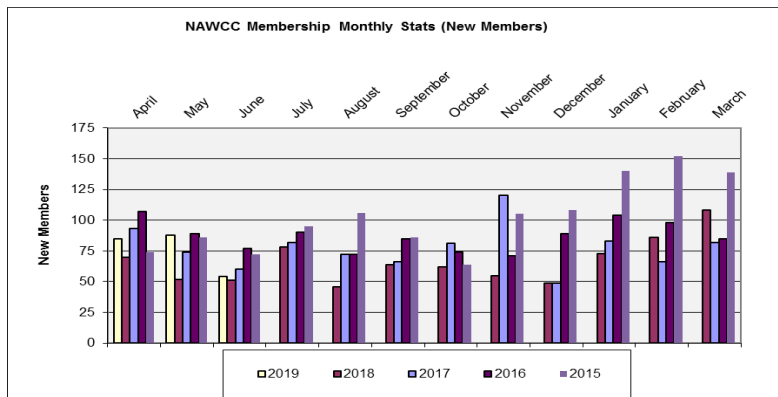
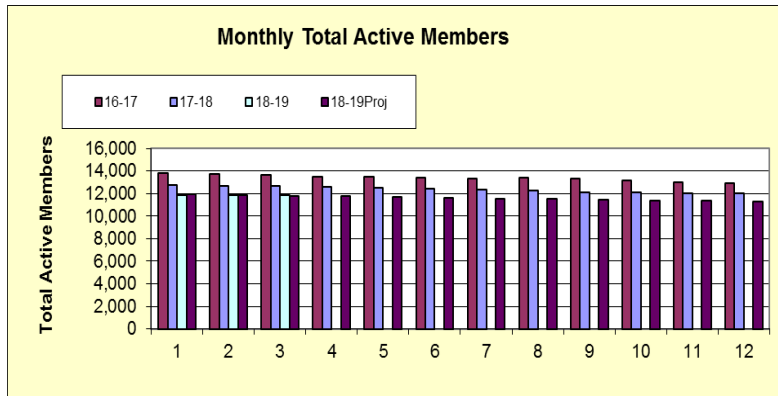
FY / YTD Totals - 4/1 to 6/30

	New Members	Retention	Member Net
2018 / 2019	227	-361	-134
2017 / 2018	173	-452	-279
2016 / 2017	227	-551	-324
2015 / 2016	273	-501	-228

Phone Logs

Helped member	161
Helped non-member	107
Redirected	133
Renewal	46
New/Rei member	32

MEMBER SERVICES REPORT – JUNE 2018



Notes of Interest for Quarter:

- Been getting ready for National Convention.
- 53 past members renewed this quarter thru telemarketing company's quarterly calling period.
- Four regionals submitted 30 memberships. Of those, one was Introductory. We had an additional 31 Introductory memberships.
- Eleven new Introductory members renewed for a full year this quarter.
- Eleven \$35 member recruitment vouchers were issued. Six were redeemed.
- For this quarter 174 members joined at the \$52/\$65 Special Discount membership.
- Business members received a mailing of the Special Discount brochures.
- Golden Circle recipients researched for National Convention.
- 2019 FL Mid-Winter Regional online registration set up.

Pam Lindenberg, Manager
NAWCC Member Services