



02 - Temp Funds  
(In Whole Numbers)

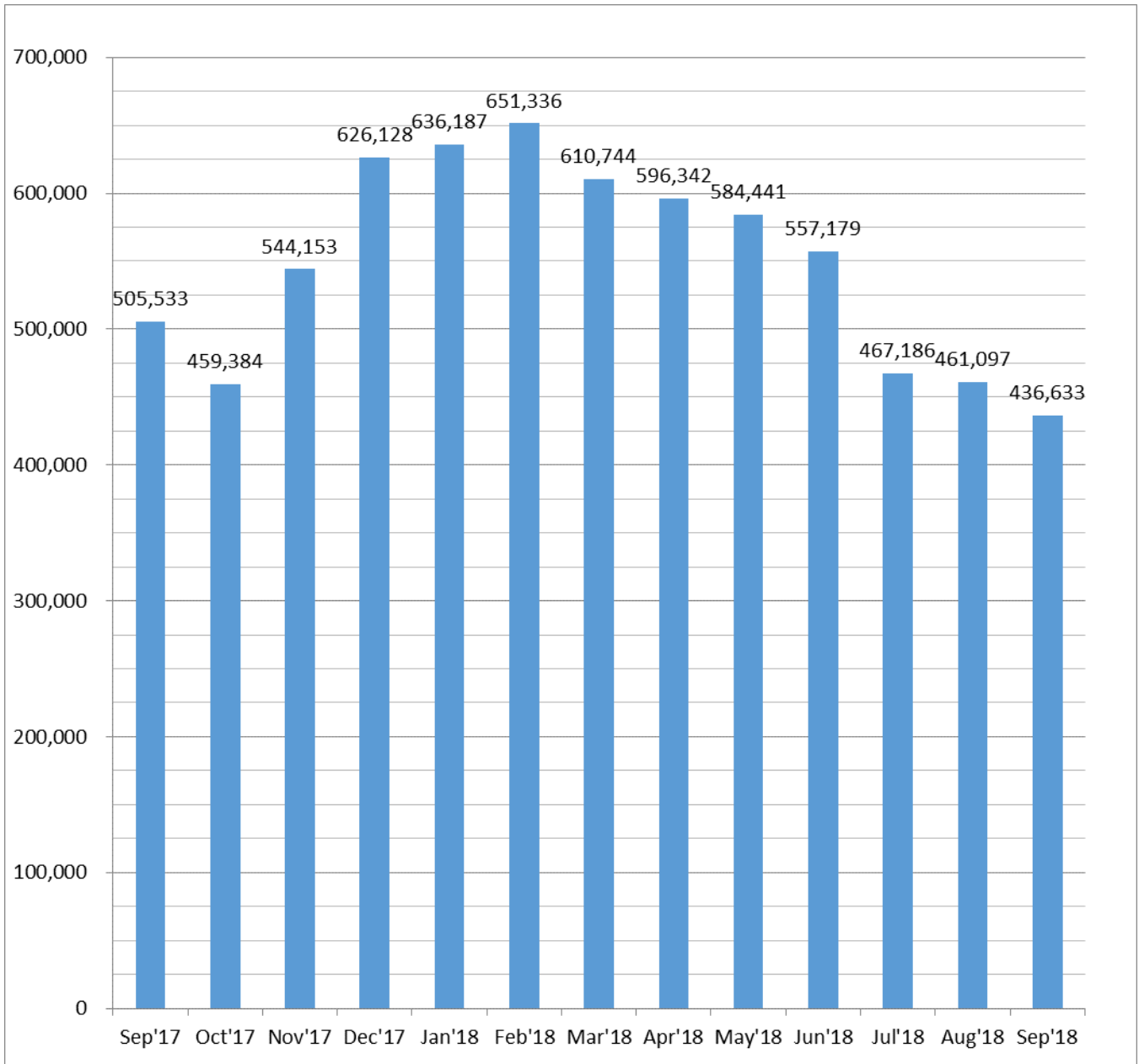
National Association of Watch Clock Collectors, Inc.  
From 9/1/2018 Through 9/30/2018

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
<b>REVENUE</b>								
ADMINISTRATION	103	0	103	126	613	0	613	1,963
DEVELOPMENT	75	0	75	4,550	8,480	0	8,480	5,250
PUBLISHING SERVICES	0	0	0	0	2,848	0	2,848	5,906
FACILITIES	1,906	0	1,906	10,000	8,973	0	8,973	10,000
MUSEUM	152	0	152	68	15,506	0	15,506	10,474
EDUCATION	0	0	0	0	0	0	0	12,500
LIBRARY SERVICES	464	0	464	22	2,144	0	2,144	5,211
BOARD/COMMITTEES	12	0	12	16	70	0	70	2,097
<b>Total REVENUE</b>	<b>2,711</b>	<b>0</b>	<b>2,711</b>	<b>14,781</b>	<b>38,634</b>	<b>0</b>	<b>38,634</b>	<b>53,401</b>
<b>EXPENSES</b>								
ADMINISTRATION	136	0	(136)	59	9,003	0	(9,003)	1,593
DEVELOPMENT	403	0	(403)	0	7,908	0	(7,908)	962
PUBLISHING SERVICES	0	0	0	0	9,959	0	(9,959)	1,318
INFORMATION SERVICES	0	0	0	0	360	0	(360)	0
FACILITIES	0	0	0	0	4,445	0	(4,445)	134
MUSEUM	132	0	(132)	2,200	15,551	0	(15,551)	9,842
EDUCATION	0	0	0	1,863	835	0	(835)	9,219
LIBRARY SERVICES	8	0	(8)	370	3,256	0	(3,256)	4,596
BOARD/COMMITTEES	0	0	0	0	28	0	(28)	36
<b>Total EXPENSES</b>	<b>680</b>	<b>0</b>	<b>(680)</b>	<b>4,492</b>	<b>51,345</b>	<b>0</b>	<b>(51,345)</b>	<b>27,700</b>
<b>NET REVENUE OVER/UNDER EXPENSES</b>	<b>2,032</b>	<b>0</b>	<b>2,032</b>	<b>10,289</b>	<b>(12,711)</b>	<b>0</b>	<b>(12,711)</b>	<b>25,701</b>
<b>CAPITAL EXPENDITURES</b>								
TEMP RESTRICTED FUNDS	0	0	0	0	60,665	0	(60,665)	24,601
<b>LESS: CAPITAL EXPENDITURES</b>								
MUSEUM	0	0	0	0	(9,761)	0	9,761	0
LIBRARY SERVICES	0	0	0	0	(50,904)	0	50,904	(24,601)
<b>NET CAPITAL EXPENDITURES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

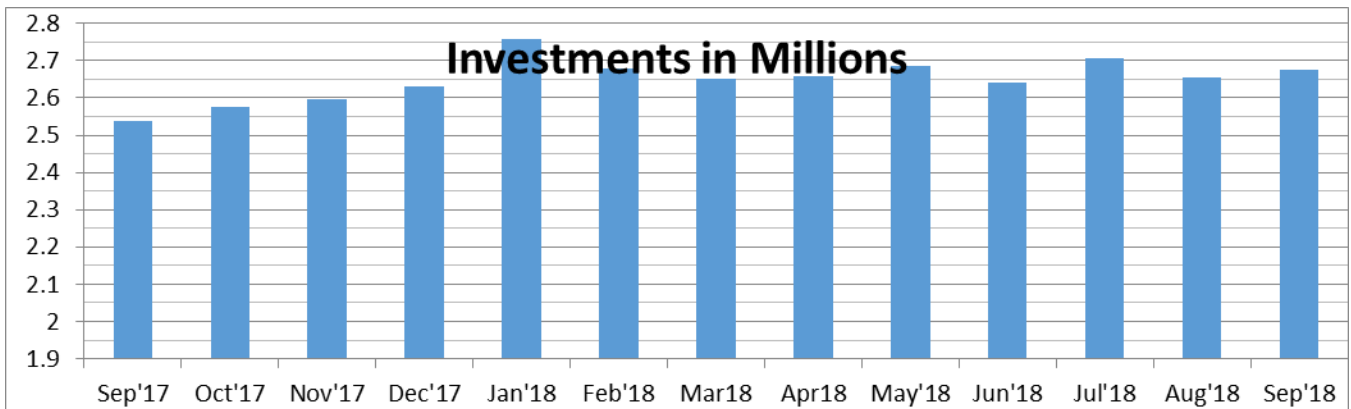
03 - Endowments  
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
<b>REVENUE</b>								
DEVELOPMENT	150	0	150	500	15,225	0	15,225	2,000
MUSEUM	0	0	0	0	17,425	0	17,425	56,600
EDUCATION	0	0	0	0	1,100	0	1,100	1,000
LIBRARY SERVICES	0	0	0	0	7,550	0	7,550	1,600
<b>Total REVENUE</b>	<b>150</b>	<b>0</b>	<b>150</b>	<b>500</b>	<b>41,300</b>	<b>0</b>	<b>41,300</b>	<b>61,200</b>
<b>NET REVENUE OVER/UNDER EXPENSES</b>	<b>150</b>	<b>0</b>	<b>150</b>	<b>500</b>	<b>41,300</b>	<b>0</b>	<b>41,300</b>	<b>61,200</b>

Net Liquidity Reserve Chart



Investment Balances



Controller's Report for September 2018 Period 6 FY 2019

Financial Summary

	Sep'18 Actual	Sep'18 Budget	Sep'18 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	184,922	197,693	(12,771)	833,457	892,489	(59,032)
Operating Expenses	143,830	156,268	12,438	905,695	890,474	(15,221)
Net Revenue/Expenses	41,092	41,425	(333)	(72,238)	2,015	(74,253)
Less: Operating Pledge	0	0	0	0	0	0
Plus: Pledge Payments	0	0	0	18,500	0	18,500
Net with Pledge Adjustments	41,092	41,425	(333)	(53,738)	2,015	(55,753)

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

- We received the first installment from the National Convention of \$55,768, we expect the balance in October
- Membership Revenue for September is over budget by \$2,489
- Operating Revenue is \$12,771 under budget with Education being \$12,181 under budget
- Operating expenses are \$12,438 under budget for September, that includes the equipment and building repairs that are over budget of \$3,862
- Our investments total is \$2,590,275 with the additional deposits of \$28,275
- Our investments dividends and capital losses total \$10,369 for September and \$98,783 year-to-date
- September donations were \$9,456 for Operations, \$150 for the Endowments and Temp Restricted Total of \$6,505
- The wages for September are under budget \$8,610 as the Executive Director evaluates each resigned position to fit into his plans for the future

I have been spending about one-third of my time this month on facilities items. The roof coating has not been completed because of the weather. The new office space being built is almost completed.

I have been working with our insurance broker as the company was purchased by AIG this month to make sure our plans continue and what they expect in the future.

Charles J. Auman, Controller

October 11, 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	<b>12,376.00</b>	6,176.00			585.00	<b>6,761.00</b>	3,400.00	<b>22,537.00</b>	<b>22,537.00</b>
May'18	19,498.00	3,855.00	3,865.00	102.00	<b>27,320.00</b>	4,465.00	50.00			<b>4,515.00</b>	2,200.00	<b>34,035.00</b>	<b>56,572.00</b>
Jun'18	19,725.00	206.00	50.00		<b>19,981.00</b>	1,100.00	11,508.00			<b>12,608.00</b>	7,375.00	<b>39,964.00</b>	<b>96,536.00</b>
Jul'18	13,605.00	140.00	60.00		<b>13,805.00</b>	3,006.00	4,550.00	2,000.00		<b>9,556.00</b>	27,175.00	<b>50,536.00</b>	<b>147,072.00</b>
Aug'18	12,011.00	300.00	150.00		<b>12,461.00</b>			100.00		<b>100.00</b>	1,000.00	<b>13,561.00</b>	<b>160,633.00</b>
Sep'18	8,641.00	335.00	480.00		<b>9,456.00</b>	6,481.00		24.00		<b>6,505.00</b>	150.00	<b>16,111.00</b>	<b>176,744.00</b>
Oct'18					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
Nov'18					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
Dec'18					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
Jan'19					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
Feb'19					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
Mar'19					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>176,744.00</b>
<b>Total FY19</b>	<b>85,566.00</b>	<b>4,836.00</b>	<b>4,775.00</b>	<b>222.00</b>	<b>95,399.00</b>	<b>21,228.00</b>	<b>16,108.00</b>	<b>2,124.00</b>	<b>585.00</b>	<b>40,045.00</b>	<b>41,300.00</b>	<b>176,744.00</b>	

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 FY16	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 FY15	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 FY14	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 FY13	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 FY12	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 FY11	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 FY10	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 FY09	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 FY08	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 FY07	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 FY06	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 FY05	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  
 SEPTEMBER 2018

	Net Value 3/31/2018	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 9/30/2018	Transfers Available	Net Value 9/30/2018
<b>NAWCC SHORT TERM FUNDS</b>									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	351,439	0	0	(1,037)	2,627	12,947	365,976	(14,012)	351,964
LIBRARY ACQUISITIONS	33,256	4,419	(5,147)	(100)	247	1,225	33,900	(1,326)	32,574
MUSEUM ACQUISITIONS	39,920	0	0	(118)	298	1,471	41,571	0	41,571
SYMPOSIUM FUND	9,332	0	0	(28)	70	343	9,717	(9,000)	717
<b>TOTAL SHORT TERM FUNDS</b>	<b>433,947</b>	<b>4,419</b>	<b>(5,147)</b>	<b>(1,283)</b>	<b>3,242</b>	<b>15,986</b>	<b>451,164</b>	<b>(24,338)</b>	<b>426,826</b>
<b>NAWCC LONG TERM INVESTMENT FUNDS</b>									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	27,060	0	0	(68)	215	852	28,059	(528)	27,531
MUSEUM/LIBRARY FUND	805,084	0	(53,300)	(1,978)	6,203	24,681	780,690	(22,180)	758,510
MUSEUM ENDOWMENT	566,819	17,475	(37,800)	(1,400)	4,407	17,488	566,989	(15,668)	551,321
LIBRARY ENDOWMENT	150,432	7,605	(10,800)	(373)	1,176	4,643	152,683	(2,923)	149,760
NAWCC ENDOW-SCHOOL/EDUCATION	276,574	6,150	(16,500)	(694)	2,184	8,692	276,406	(5,835)	270,571
NAWCC ENDOWMENT	312,619	27,772	(11,600)	(795)	2,559	10,093	340,648	(5,018)	335,630
MIDWEST SCHOLARSHIP	24,653	0	(4,410)	(56)	170	667	21,024	(3,355)	17,669
PRITCHARD FUND	55,737	0	0	(139)	442	1,757	57,797	0	57,797
<b>TOTAL LONG TERM INVESTMENT FUNDS</b>	<b>2,218,978</b>	<b>59,002</b>	<b>(134,410)</b>	<b>(5,503)</b>	<b>17,356</b>	<b>68,873</b>	<b>2,224,296</b>	<b>(55,507)</b>	<b>2,168,789</b>
<b>NAWCC GIFT ANNUITY</b>									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	263,346	0	(8,145)	(878)	2,455	6,230	263,008	0	263,008
<b>TOTAL NAWCC GIFT ANNUITY</b>	<b>263,346</b>	<b>0</b>	<b>(8,145)</b>	<b>(878)</b>	<b>2,455</b>	<b>6,230</b>	<b>263,008</b>	<b>0</b>	<b>263,008</b>
<b>TOTAL NAWCC FUNDS</b>	<b>2,916,271</b>	<b>63,421</b>	<b>(147,702)</b>	<b>(7,664)</b>	<b>23,053</b>	<b>91,089</b>	<b>2,938,468</b>	<b>(79,845)</b>	<b>2,858,623</b>

## Member Services Report – September 2018

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Sep 30	Aug 31	Jul 31	Jun 30
*Regular/Student/Youth	10,538	10,516	10,512	10,553
Associate	655	672	677	675
Life	220	220	219	219
<b>Total Individual</b>	<b>11,413</b>	<b>11,408</b>	<b>11,408</b>	<b>11,447</b>

### Contributing Memberships

Brass	95	95	95	95
Silver	46	41	39	39
Gold	15	16	17	17
Platinum	10	10	11	11
Ruby	1	1	1	1
Diamond	1	1	1	1
<b>Total Contributing</b>	<b>168</b>	<b>164</b>	<b>164</b>	<b>164</b>

### Business Memberships

Regular	239	237	246	244
Silver	7	6	6	7
Gold	2	2	2	2
Ruby	1	1	1	1
<b>Total Business</b>	<b>249</b>	<b>246</b>	<b>255</b>	<b>254</b>

<b>Total Membership</b>	<b>11,830</b>	<b>11,818</b>	<b>11,827</b>	<b>11,865</b>
Gain/Loss	12	-9	-38	-2

\*Regular with Online Only Publications and Student/Youth – 1750 (17%)

\*International (included in figures above) – 682

Institutional Subscription Bulletin subscribers - 17

### Total New & Reinstated Members

	Sep	\$52	(Aug)	Mail	Phone	Web	Reg	MGI /Telemarketing	Highest Member #
New	68	47	81	14	12	38	4	0	182,826
Rei	78		94	12	13	17	8	28	
<b>Total</b>	<b>146</b>		<b>175</b>	<b>26</b>	<b>25</b>	<b>55</b>	<b>12</b>	<b>28</b>	

Suspended Members	Total	Paid-to-Date	Net
Oct 1 (Sep 30 expiration)	233		
Sep 1 (Aug 31 expiration)	206	35	141

### Dropped Due to Non-Payment

Aug 1 (Jul 31 expiration)	174
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### Dropped Due to:

Deaths	8
Resignations	6

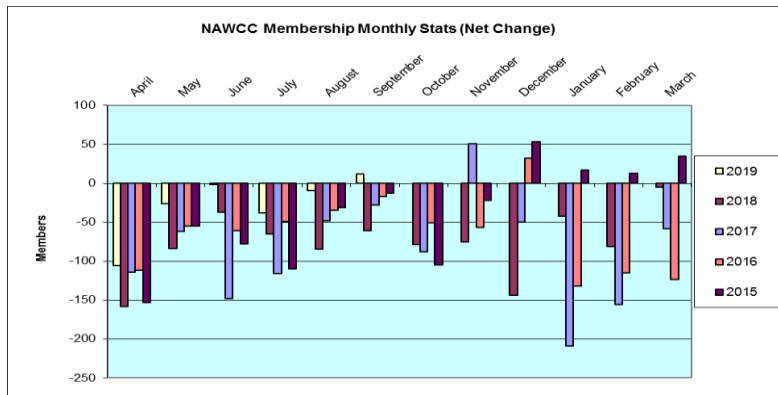
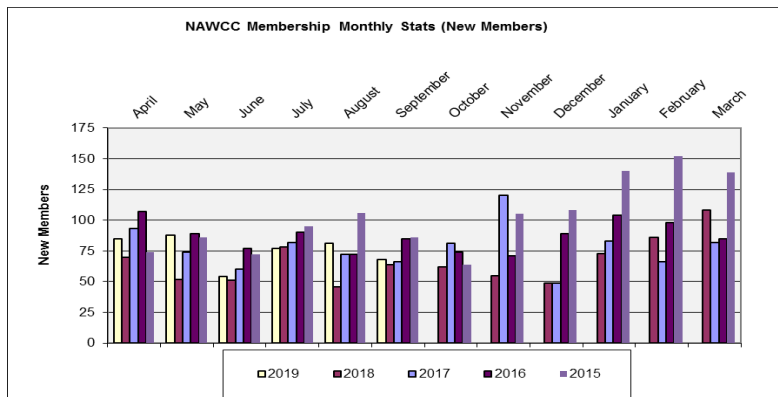
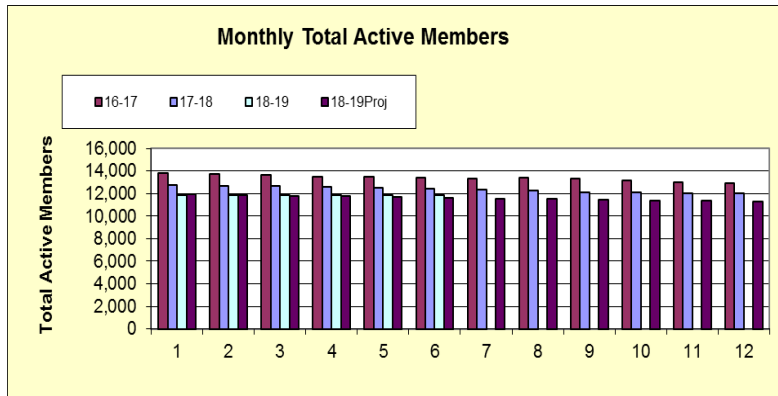
### FY / YTD Totals - 4/1 to 9/30

	New Members	Retention	Member Net
2018 / 2019	453	-622	-169
2017 / 2018	361	-851	-490
2016 / 2017	447	-963	-516
2015 / 2016	520	-849	-329

### Phone Logs

Helped member	141
Helped non-member	117
Redirected	121
Renewal	62
New/Rei member	22

## MEMBER SERVICES REPORT – SEPTEMBER 2018



### Notes of Interest for Second Quarter (July-September):

- National Convention held in July at National Headquarters.
- 30 past members renewed this quarter thru telemarketing company's quarterly calling period.
- Three regionals plus the National Convention submitted 89 memberships. Of those, 5 were Introductory. We had an additional 24 Introductory memberships.
- Four new Introductory members renewed for a full year this quarter.
- Three \$35 member recruitment vouchers were issued. Six were redeemed.
- For this quarter 160 members joined at the \$52/\$65 Special Discount membership.
- I was out for a procedure Sep 13-Oct 10 returning part-time for one week and full-time as of Oct 18. Christa Eckert and Stacey Strayer as well as Kevin Osborne took over my responsibilities and feel day to day operations ran smoothly.

Pam Lindenberger, Manager  
NAWCC Member Services