

National Association of Watch Clock Collectors, Inc.
From 12/1/2018 Through 12/31/2018

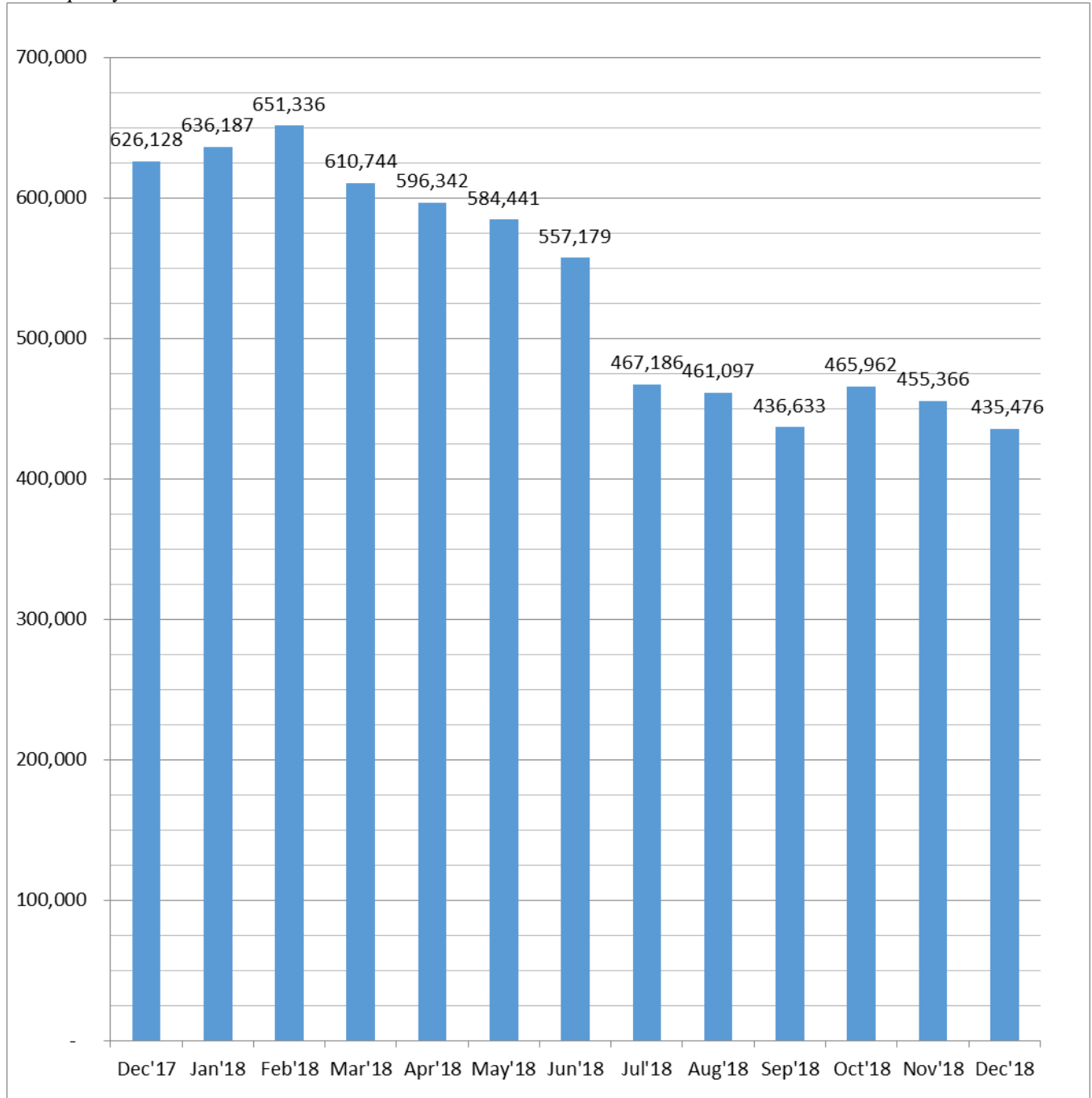
02 - Temp Funds
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
ADMINISTRATION	1,871	0	1,871	2,191	2,734	0	2,734	4,323
DEVELOPMENT	190	0	190	1,250	9,140	0	9,140	6,500
PUBLISHING SERVICES	0	0	0	630	3,537	0	3,537	7,286
FACILITIES	0	0	0	103,000	11,473	0	11,473	115,500
MUSEUM	1,792	0	1,792	1,398	22,232	0	22,232	26,335
EDUCATION	0	0	0	0	2,500	0	2,500	12,500
LIBRARY SERVICES	5,674	0	5,674	1,709	8,767	0	8,767	7,644
BOARD/COMMITTEES	152	0	152	420	45,398	0	45,398	4,835
Total REVENUE	9,678	0	9,678	110,599	105,780	0	105,780	184,924
EXPENSES								
ADMINISTRATION	2,989	0	(2,989)	5	16,124	0	(16,124)	1,775
DEVELOPMENT	0	0	0	0	9,408	0	(9,408)	2,462
PUBLISHING SERVICES	69	0	(69)	1,062	12,779	0	(12,779)	2,455
INFORMATION SERVICES	0	0	0	0	360	0	(360)	0
FACILITIES	935	0	(935)	0	8,472	0	(8,472)	134
MUSEUM	1,883	0	(1,883)	11	38,745	0	(38,745)	19,028
EDUCATION	1,843	0	(1,843)	931	3,575	0	(3,575)	14,855
LIBRARY SERVICES	4,512	0	(4,512)	2,222	8,320	0	(8,320)	8,273
BOARD/COMMITTEES	2	0	(2)	3	45,788	0	(45,788)	52
Total EXPENSES	12,232	0	(12,232)	4,233	143,573	0	(143,573)	49,033
NET REVENUE OVER/UNDER EXPENSES	(2,555)	0	(2,555)	106,365	(37,792)	0	(37,792)	135,891
CAPITAL EXPENDITURES								
TEMP RESTRICTED FUNDS	0	0	0	0	67,889	0	(67,889)	24,876
LESS: CAPITAL EXPENDITURES								
FACILITIES	0	0	0	0	(43,288)	0	43,288	(275)
LIBRARY SERVICES	0	0	0	0	(24,601)	0	24,601	(24,601)
NET CAPITAL EXPENDITURES	0	0	0	0	0	0	0	0

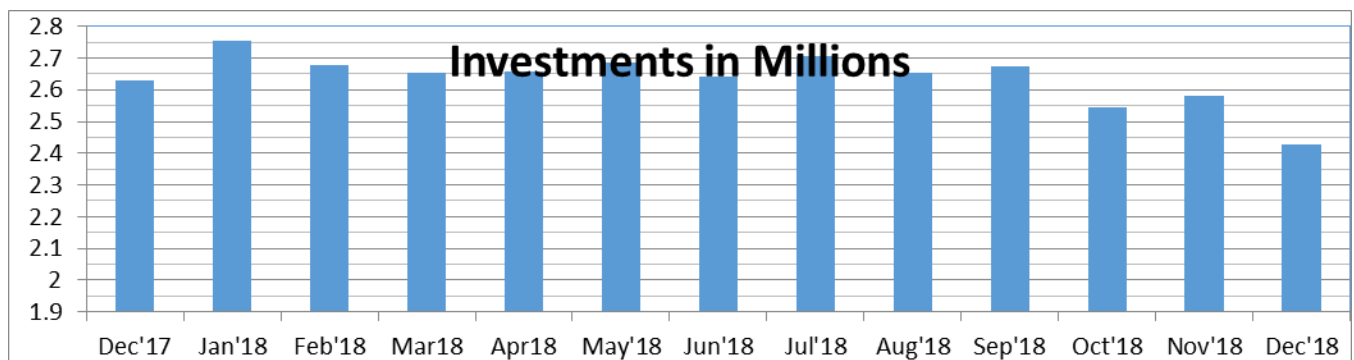
03 - Endowments
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Last Year Current Month Actual	YTD Actual	YTD Budget	YTD Budget Variance	Last Year Actual
REVENUE								
DEVELOPMENT	1,550	0	1,550	13,650	11,075	0	11,075	20,800
MUSEUM	1,500	0	1,500	6	19,065	0	19,065	59,706
EDUCATION	1,000	0	1,000	2,000	2,100	0	2,100	3,000
LIBRARY SERVICES	500	0	500	50	8,100	0	8,100	2,650
Total REVENUE	4,550	0	4,550	15,706	40,340	0	40,340	86,156
NET REVENUE OVER/UNDER EXPENSES	4,550	0	4,550	15,706	40,340	0	40,340	86,156

Net Liquidity Reserve Chart



Investment Balances



Controller's Report for December 2018 Period 9 FY 2019

Financial Summary

	Dec'18 Actual	Dec'18 Budget	Dec'18 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	138,414	144,853	(6,439)	1,335,450	1,352,036	(16,586)
Operating Expenses	150,201	143,440	6,761	1,351,511	1,331,372	20,139
Net Revenue/Expenses	(11,787)	1,413	(13,200)	(16,061)	20,664	(36,725)
Less: Operating Pledge	0	0	0	0	0	0
Plus: Pledge Payments	0	0	0	22,650	0	22,650
Net with Pledge Adjustments	(11,787)	1,413	(13,200)	6,589	20,664	(14,075)
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

- Administration and Museum Gift Store Revenue are over budget for the year due to the National Convention. Operating Revenue for the year is under budget by a deficit of (\$16,586).
- Membership Revenue is close to budget, year-to-date, with a deficit of (\$1,791).
- Operating expenses are over budget by \$20,139 for the year, which includes expenses for the 75th Anniversary, utilities, and boiler repairs.
- Wages are under budget by \$25K for the year.
- Our investments dividends and capital gains total \$71,140 for December and \$146,640 year-to-date.
- Our investments total is \$2,364,679.
- December donations were \$33,518 which includes Chapter donations of \$2,900. Endowment donations of \$3,550 were received during the month. Gift in Kind donations of \$6,280 were also received in December.

The boiler has continued to be a problem with the remaining invoices to be billed. I'm excited for my new roll as Controller with NAWCC. Since Mid-December I have been consulting with Chuck Auman on past procedures and processes. He is a wealth of information and I appreciate his offer to assist me with the transition. I look forward to working with all of you.

Jennifer Byers, Controller

January 16, 2019

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	13,605.00	140.00	60.00		13,805.00	3,006.00	4,550.00	2,000.00		9,556.00	27,175.00	50,536.00	147,072.00
Aug'18	12,011.00	300.00	150.00		12,461.00			100.00		100.00	1,000.00	13,561.00	160,633.00
Sep'18	8,641.00	335.00	480.00		9,456.00	6,481.00		24.00		6,505.00	150.00	16,111.00	176,744.00
Oct'18	17,594.00	25,255.00	1,845.00	1,020.00	45,714.00	2,620.00	500.00		2,500.00	5,620.00	140.00	51,474.00	228,218.00
Nov'18	12,287.00	4,369.00			16,656.00	350.00	4,300.00			4,650.00	150.00	21,456.00	249,674.00
Dec'18	18,617.45	1,061.00	6,270.00	1,680.00	27,628.45	190.00	1,100.00	50.00		1,340.00	4,550.00	33,518.45	283,192.45
Jan'19					0.00					0.00		0.00	283,192.45
Feb'19					0.00					0.00		0.00	283,192.45
Mar'19					0.00					0.00		0.00	283,192.45
Total FY19	134,064.45	35,521.00	12,890.00	2,922.00	185,397.45	24,388.00	22,008.00	2,174.00	3,085.00	51,655.00	46,140.00	283,192.45	

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 2019
DECEMBER 2018

	Net Value 3/31/2018	FYTD Additions	FYTD Withdrawals	FYTD Fees	FYTD Income Act. Gains/Losses	FYTD Market Change	Balance 12/31/2018	Transfers Available	Net Value 12/31/2018
NAWCC SHORT TERM FUNDS									
PNC ACCOUNT # 5985968									
NAWCC RESERVE FUNDS	351,439	0	12,933	(1,680)	14,162	(31,221)	345,633	(4,931)	340,702
LIBRARY ACQUISITIONS	33,256	5,018	(6,983)	(159)	1,247	(2,683)	29,696	1,891	31,587
MUSEUM ACQUISITIONS	39,920	0	(12,100)	(187)	1,224	(2,439)	26,418	0	26,418
SYMPOSIUM FUND	9,332	0	(4,000)	(44)	253	(475)	5,066	20,000	25,066
TOTAL SHORT TERM FUNDS	433,947	5,018	(10,150)	(2,070)	16,886	(36,818)	406,813	16,960	423,773
NAWCC LONG TERM INVESTMENT FUNDS									
PNC ACCOUNT # 5985976									
NAWCC HERITAGE FUND	27,060	0	0	(105)	1,053	(2,343)	25,665	(792)	24,873
MUSEUM/LIBRARY FUND	805,084	0	(53,300)	(2,996)	29,531	(64,271)	714,048	(30,442)	683,606
MUSEUM ENDOWMENT	566,819	17,515	(37,800)	(2,139)	21,350	(47,116)	518,629	(18,603)	500,026
LIBRARY ENDOWMENT	150,432	8,730	(10,800)	(574)	5,771	(12,880)	140,679	(1,468)	139,211
NAWCC ENDOW-SCHOOL/EDUCATION	276,574	7,275	(16,500)	(1,055)	10,476	(22,930)	253,840	(8,708)	245,132
NAWCC ENDOWMENT	312,619	30,722	(24,533)	(1,239)	12,466	(27,925)	302,110	(2,788)	299,322
MIDWEST SCHOLARSHIP	24,653	0	(12,851)	(83)	563	(1,072)	11,210	0	11,210
PRITCHARD FUND	55,737	0	0	(214)	2,169	(4,828)	52,864	0	52,864
TOTAL LONG TERM INVESTMENT FUNDS	2,218,978	64,242	(155,784)	(8,405)	83,380	(183,365)	2,019,046	(62,801)	1,956,245
NAWCC GIFT ANNUITY									
PNC ACCOUNT # 5988984									
NAWCC GIFT ANNUITY	263,346	0	(16,290)	(1,442)	8,428	(26,800)	227,242	0	227,242
TOTAL NAWCC GIFT ANNUITY	263,346	0	(16,290)	(1,442)	8,428	(26,800)	227,242	0	227,242
TOTAL NAWCC FUNDS	2,916,271	69,260	(182,224)	(11,917)	108,694	(246,983)	2,653,102	(45,841)	2,607,261

Member Services Report – December 2018

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Dec 31	Nov 30	Oct 31	Sep 30
*Regular/Student/Youth	10,459	10,471	10,483	10,538
Associate	661	663	665	655
Life	219	220	220	220
Total Individual	11,339	11,354	11,368	11,413

Contributing Memberships

Brass	95	94	95	95
Silver	51	51	48	46
Gold	13	13	14	15
Platinum	10	9	10	10
Ruby	1	1	1	1
Diamond	1	1	1	1
Total Contributing	171	169	169	168

Business Memberships

Regular	238	240	245	239
Silver	8	7	7	7
Gold	2	2	2	2
Ruby	1	1	1	1
Total Business	249	250	255	249

Total Membership	11,759	11,773	11,792	11,830
Gain/Loss	-14	-19	-38	12

*Regular with Online Only Publications and Student/Youth – 1733 (17%)

*International (included in figures above) – 680

Institutional Subscription Bulletin subscribers - 17

Total New & Reinstated Members

	Dec	\$52	(Nov)	Mail	Phone	Web	Reg	MGI	Highest
								/Telemarketing	Member #
New	68	58	66	6	18	44	0	0	183,048
Rei	95		72	11	17	23	0	44	
Total	163		<i>138</i>	17	35	67	0	44	

Suspended Members	Total	Paid-to-Date	Net
Jan 1 (Dec 31 expiration)	313		
Dec 1 (Nov 30 expiration)	242	59	183

Dropped Due to Non-Payment

Nov 1 (Oct 31 expiration) 151

Dropped Due to:

Deaths 10
Resignations 3

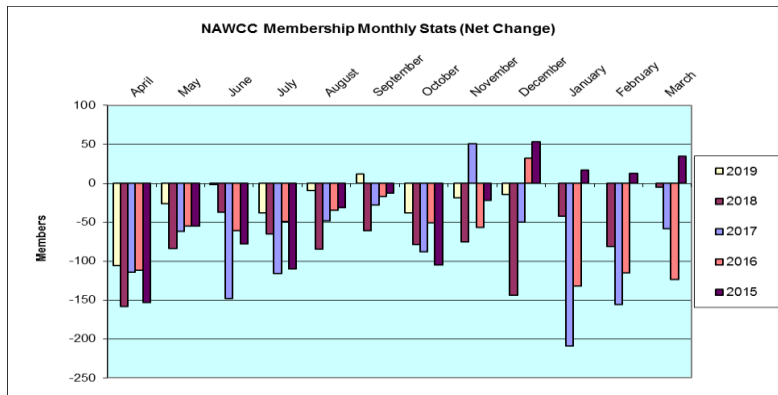
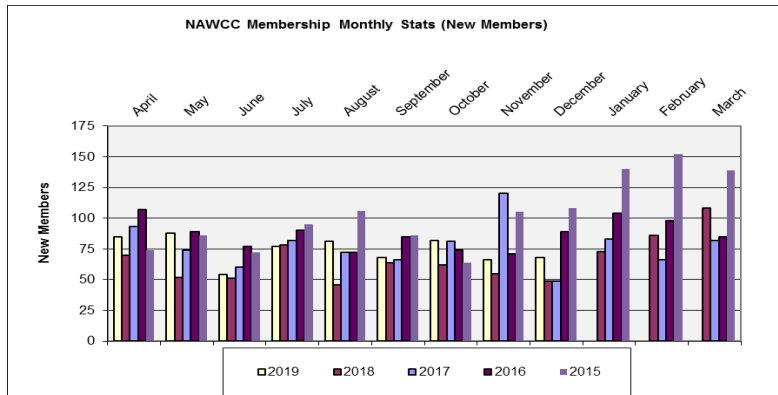
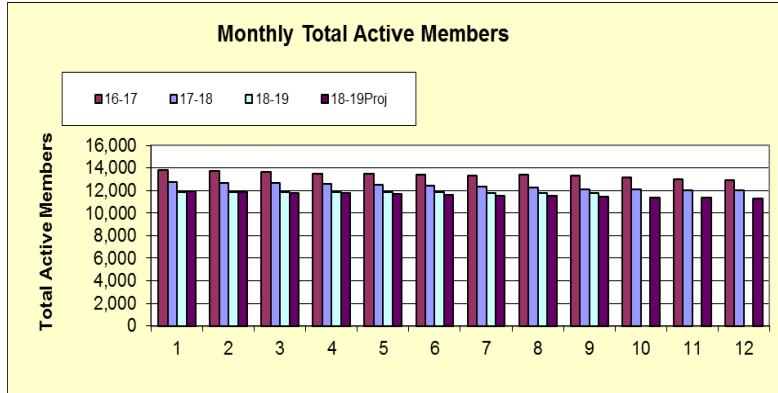
FY / YTD Totals – 4/1 to 12/31

	New Members	Retention	Member Net
2018 / 2019	669	-909	-240
2017 / 2018	527	-1315	-788
2016 / 2017	604	-1207	-603
2015 / 2016	754	-1159	-405

Phone Logs

Helped member 114
Helped non-member 74
Redirected 128
Renewal 59
New/Rei member 29

MEMBER SERVICES REPORT – DECEMBER 2018



Notes of Interest for Third Quarter (October-December):

- 49 past members renewed this quarter thru telemarketing company’s quarterly calling period.
- Four regionals submitted 49 memberships. Of those 14 were Introductory. We had an additional 19 Introductory memberships.
- Three new Introductory members renewed for a full year this quarter.
- Two \$35 member recruitment vouchers were issued. Five were redeemed. Due to \$52 first-time memberships not eligible, few vouchers were given out.
- For this quarter 171 members joined at the First-time Special Discount membership. Seven of those joined at local regionals.

Pam Lindenberger, Manager
NAWCC Member Services