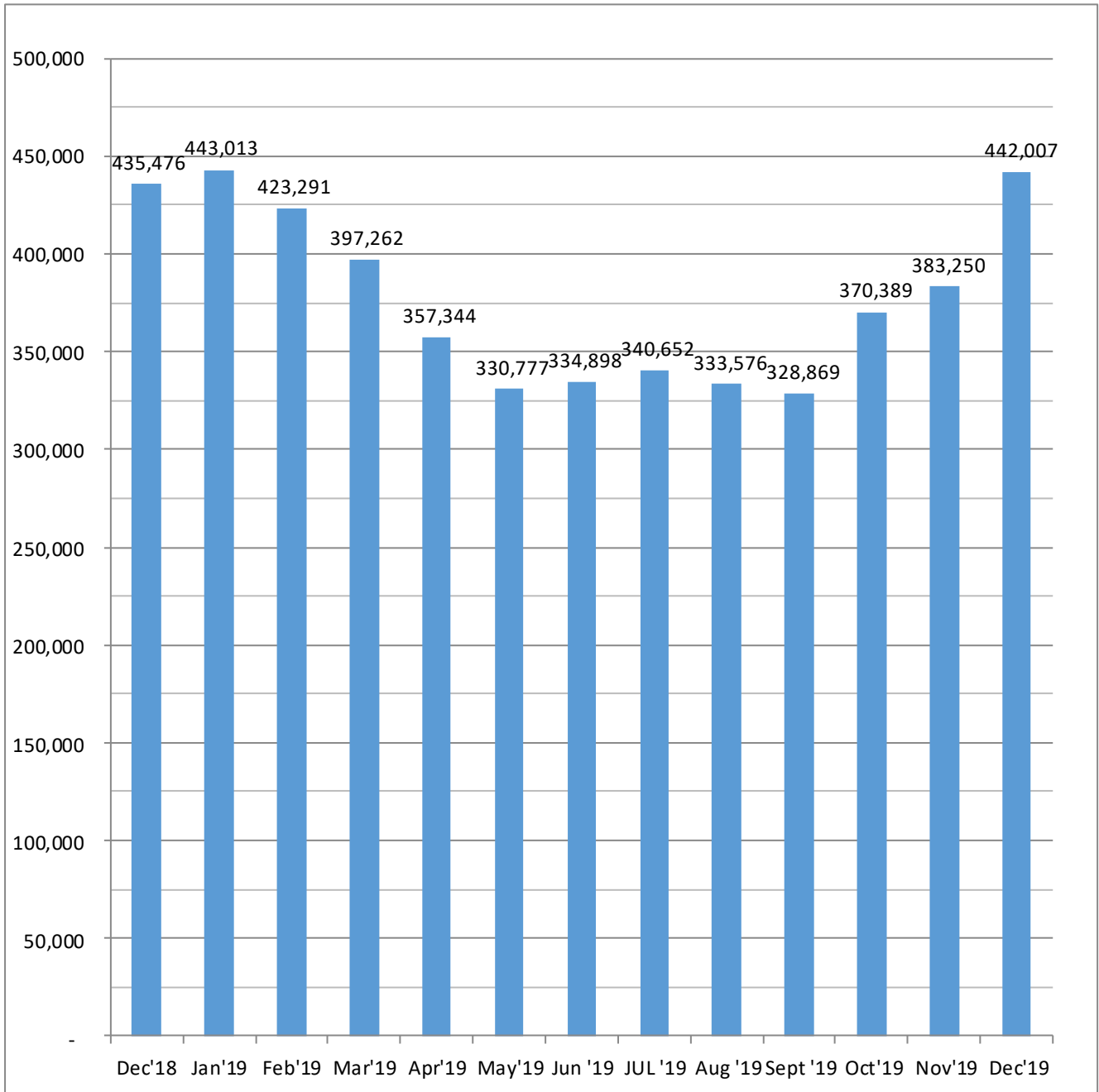
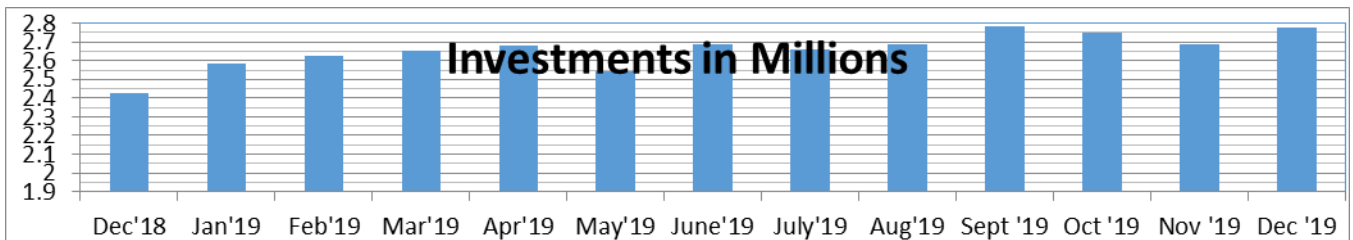


Net Liquidity Reserve Chart



Investment Balances



Financial Summary

	Dec '19 Actual	Dec '19 Budget	Dec '19 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	146,145	143,970	2,175	1,197,559	1,383,004	(185,445)
Operating Expenses	124,247	142,790	(18,543)	1,262,017	1,358,317	(96,300)
Net Revenue/Expenses	21,898	1,180	20,718	(64,458)	24,687	(89,145)

Controller's Report for December 2019 Period 9 FY 19-20

- A surplus of \$72,981 for Member Services in the month of December and a YTD surplus of \$544,890. Total Membership YTD is 11,192.
- Development showed a surplus for December totaling \$26,807 and a YTD surplus of \$51,885. This is due to the Annual Appeal of \$14,763 and Transition Fund of \$20,000 thru the month of December. The transition fund monies will cover the costs for the upgraded computers, roof repairs/consultation, mold removal, and other incidentals. So far thru January the transition fund has covered \$40,754 in incidental expenses.
- The Museum almost broke even but showed a slight deficit of (\$291) for December and is showing YTD surplus of \$10,386. Last year at this time the Museum had a deficit of (\$6,474). We had 652 visitors to the museum during the month of December (232 from the New Year's Eve at Noon Event and 49 of those visitors came from Bus Tours). YTD 8,605 visitors have enjoyed our museum.
- The Net Liquidity increased to \$442,007 in the month of December due to the monies received from the annual appeal and the monies received for the transition fund.
- For the month of December we had an operating surplus of \$21,898 and an YTD deficit of (\$64,458).
- December donations totaled \$60,436 which includes Chapter donations of \$550 and \$20,000 from Transition Fund. Endowment donations of \$19,225 were received during the month.
- Our investments dividends total \$39,172 for December bringing them to a year to date total of \$89,415.
- Investments totaled \$3,042,905.
- The NAWCC received \$100,010 from an Estate in January and this has been placed in ST Investments to help cover the roof repairs.
- Robert Gary has been working hard raising monies for the computer upgrades and other incidentals for the transition fund. He has raised \$30,250 as of the January 23rd. \$25,000 of this was matched through a special agreement with an anonymous donor.

The FY 18-19 990 and 990T tax returns have been finalized and posted to the NAWCC Website.

We still are collecting quotes on landscaping and mowing for the museum. The mold removal and remediation was completed at the end of January in the Museum storage area and Museum. We are getting quotes for purchasing dehumidifiers for the storage area to help with the humidity issues in this area. James Campbell has accepted a full-time position as our Library and Maintenance Supervisor; along with assisting Meghan with any curatorial items that need attention. Our next big staff project is re-organization of the storage area in the basement.

I am also continuing to work on account reconciliations and analysis that is much needed for further cost savings for the organization.

We have also hired two archivist interns for the library so that they can continue to work the Hamilton Watch archives that our intern last year started under the support grant from Hamilton Watch.

Thank you all for your support and assistance. I am grateful for everyone; from staff, members and Board of Directors for working together to accomplish everything we have done since October.

Jennifer Byers, Controller

February 8, 2020

Member Services Report – December 2019

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Dec 31	Nov 30	Oct 31	Sep 30
*Regular/Student/Youth	9,932	9905	9983	10,066
Associate	649	654	654	652
Life	214	214	214	214
Total Individual	10,795	10,773	10,851	10,932

Contributing Memberships				
Brass	100	102	102	99
Silver	49	49	49	50
Gold	15	15	15	14
Platinum	12	12	12	12
Ruby	1	1	1	1
Diamond	0	0	0	0
Total Contributing	177	179	179	176

Business Memberships				
Regular	209	209	212	214
Silver	7	6	5	6
Gold	2	2	3	3
Platinum	1	1	1	1
Ruby	1	1	1	1
Total Business	220	219	222	225

Total Membership	11,192	11,171	11,252	11,333
Gain/Loss	21	-81	-81	+19

*Regular with Online Only Publications and Student/Youth – 1618 (16%)

*International (included in figures above) – 628

Institutional Subscription Bulletin subscribers – 15

Dec 19	<i>Membership Categories</i>				TOTAL		<i>Application Source</i>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	16	6	38	8	68		13	11	44	0	0
Rei	101	2	0	1	104		33	17	20	0	34

Suspended Members	Total	Paid-to-Date	Net
Jan 1 (Dec 31 expiration)	295		
Dec 1 (Nov 30 expiration)	222	63	159

Dropped Due to Non-Payment	
Nov 1 (Oct 31 expiration)	175

Dropped Due to:	
Deaths	5
Resignations	3

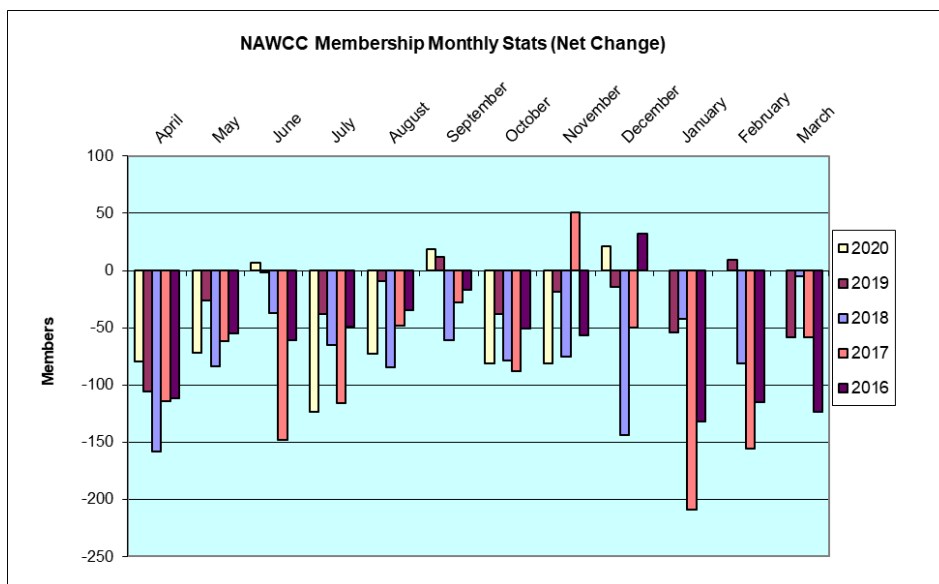
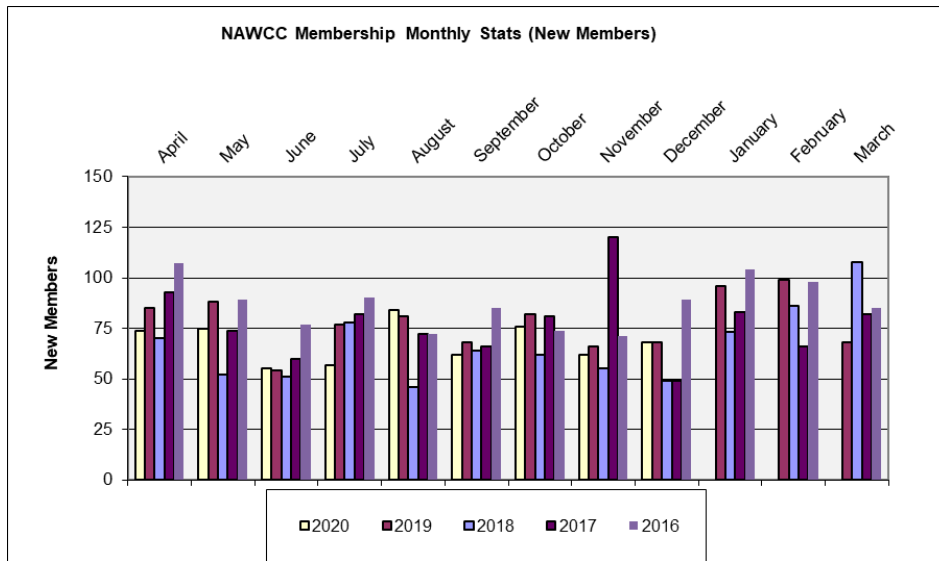
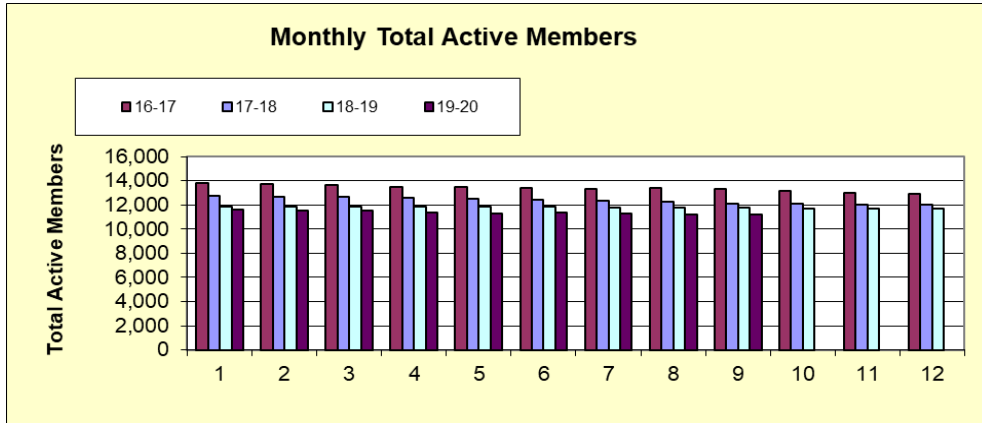
FY / YTD Totals – 4/1 to 12/31

	New Members	Retention/Loss	Member Net	Total Membership
2019 / 2020	613	-1077	-464	11,192
2018 / 2019	669	-909	-240	11,759
2017 / 2018	527	-1315	-788	12,127
2016 / 2017	697	-1300	-603	13,338

Phone Logs

Helped member	152
Helped non-member	92
Redirected	118
Renewal	64
New/Rei member	24

MEMBER SERVICES REPORT – DECEMBER 2019



Pam Lindenberger, Manager
NAWCC Member Services