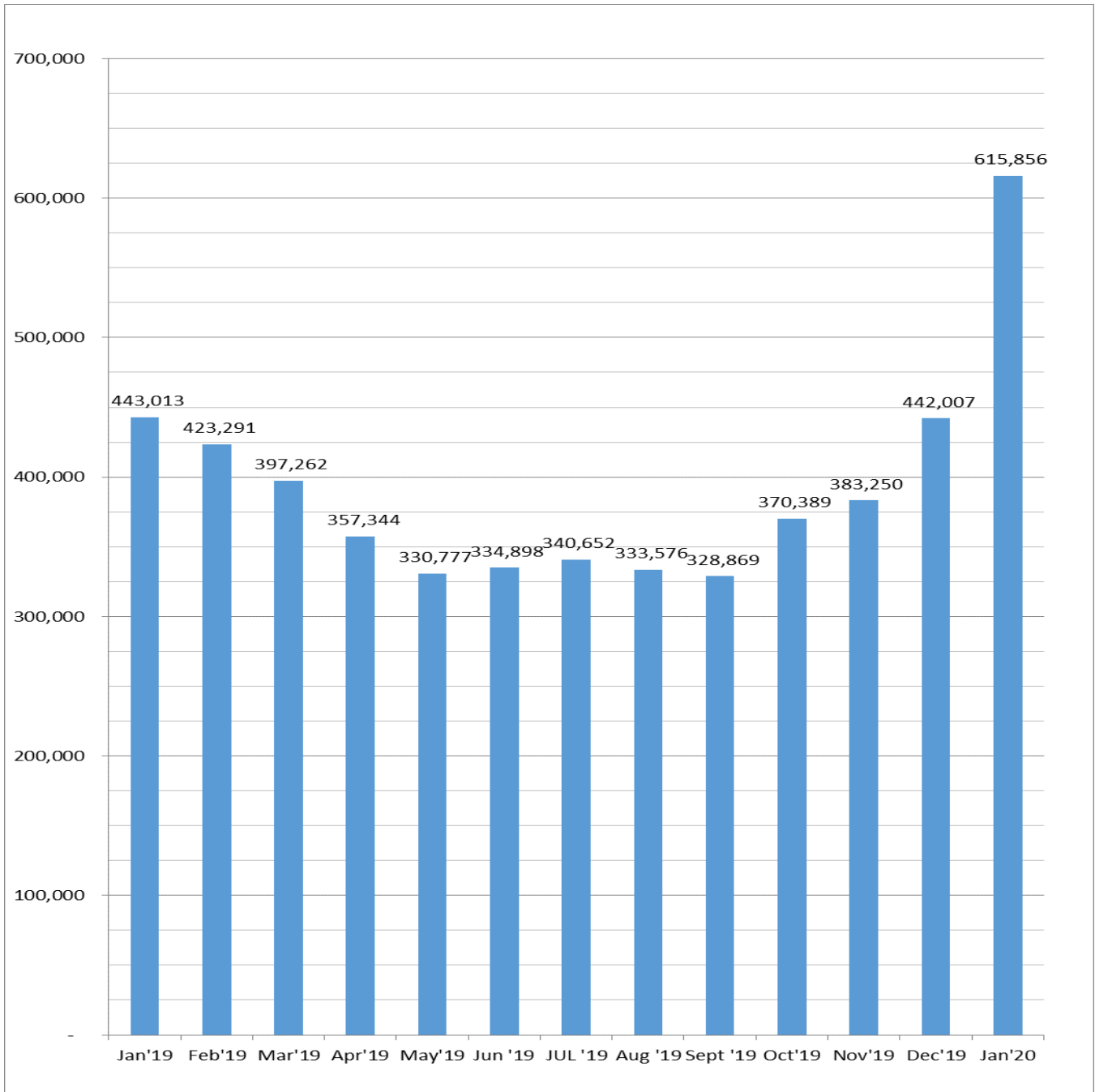


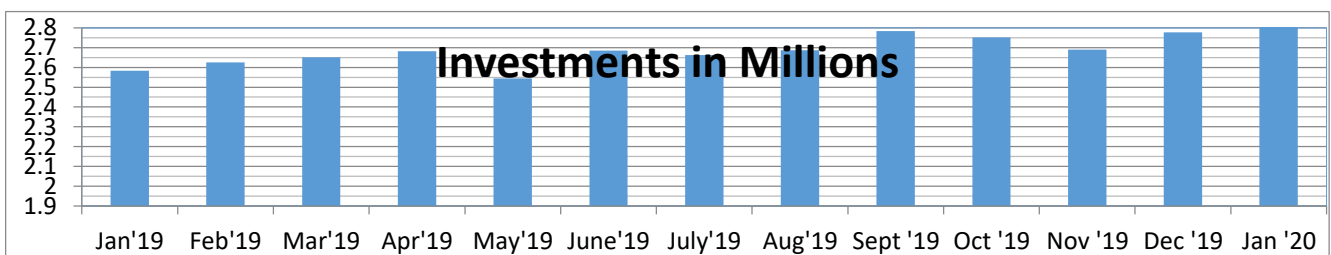
Controller's Report for January '20 Period 10 FY 19-20

Net Liquidity Reserve Chart



Investment Balances

(Consists of Short Term and Long Term Investments; excludes Charitable Gift Annuities)



Financial Summary

	Jan '20 Actual	Jan '20 Budget	Jan '20 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	155,422	147,596	7,826	1,352,982	1,530,600	(177,618)
Operating Expenses	133,475	160,125	(26,650)	1,395,493	1,518,442	(122,949)
Net Revenue/Expenses	21,947	(12,529)	34,476	(42,511)	12,158	(54,669)

Controller's Report for January '20 Period 10 FY 19-20

- A surplus of \$89,326 for Member Services in the month of January and a YTD surplus of \$634,217. Total Membership YTD is 11,141.
- The Museum showed a surplus of \$2,781 for January and is showing YTD surplus of \$13,164. Last year at this time the Museum had a deficit of (\$6,738). We had 367 visitors to the museum during the month of January (47 of those visitors came from Bus Tours). YTD 8,972 visitors have enjoyed our museum.
- Development showed a deficit for January due to the write-off of pledges that were cancelled and shows a YTD surplus of \$49,603. The transition fund monies totaling \$95K and computer fund monies totaling \$59K 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 \$47,979 in incidental expenses.
- The Net Liquidity increased to \$615,856 in the month of January due to the monies received from the bequest of \$100,010 and the monies received for the transition fund.
- For the month of January we had an operating surplus of \$21,947 and an YTD deficit of (\$42,511).
- Total donations for the month totaled \$202,029 which includes a \$100k in bequest funds, Chapter donations of \$1,050 and \$10,000 from Transition Fund. Endowment donations of \$18,656 were received during the month.
- Our investments dividends total \$1,767 for January bringing them to a year to date total of \$91,182.
- Investments totaled \$3,138,559.
- Robert Gary has been working hard raising monies for the computer upgrades and other incidentals for the transition fund. He has raised \$43,000 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. We are also obtaining quotes for a new roof. I am also continuing to work on account reconciliations and analysis that is much needed for further cost savings for the organization.

Thank you all for your support and assistance.

Jennifer Byers, Controller

February 17, 2020

Member Services Report - January 2020

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Jan 31	Dec 31	Nov 30	Oct 31
*Regular/Student/Youth	9,894	9,932	9,905	9,983
Associate	637	649	654	654
Life	214	214	214	214
Total Individual	10,745	10,795	10,773	10,851

Contributing Memberships				
Brass	100	100	102	102
Silver	49	49	49	49
Gold	14	15	15	15
Platinum	13	12	12	12
Ruby	1	1	1	1
Diamond	0	0	0	0
Total Contributing	177	177	179	179

Business Memberships				
Regular	208	209	209	212
Silver	7	7	6	5
Gold	2	2	2	3
Platinum	1	1	1	1
Ruby	1	1	1	1
Total Business	219	220	219	222

Total Membership	11,141	11,192	11,171	11,252
Gain/Loss	-51	21	-81	-81

*Regular with Online Only Publications and Student/Youth – 1,608 (16%)

*International (included in figures above) – 623

Institutional Subscription Bulletin subscribers – 15

Jan 20	<i>Membership Categories</i>				TOTAL		<i>Application Source</i>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	20	13	61	11	105		10	17	76	2	0
Rei	49	2	12	1	64		12	27	22	2	1

Suspended Members	Total	Paid-to-Date	Net
Feb 1 (Jan 31 expiration)	264		
Jan 1 (Dec 31 expiration)	295	78	217

Dropped Due to Non-Payment	
Dec 1 (Nov 30 expiration)	146

Dropped Due to:	
Deaths	4
Resignations	12

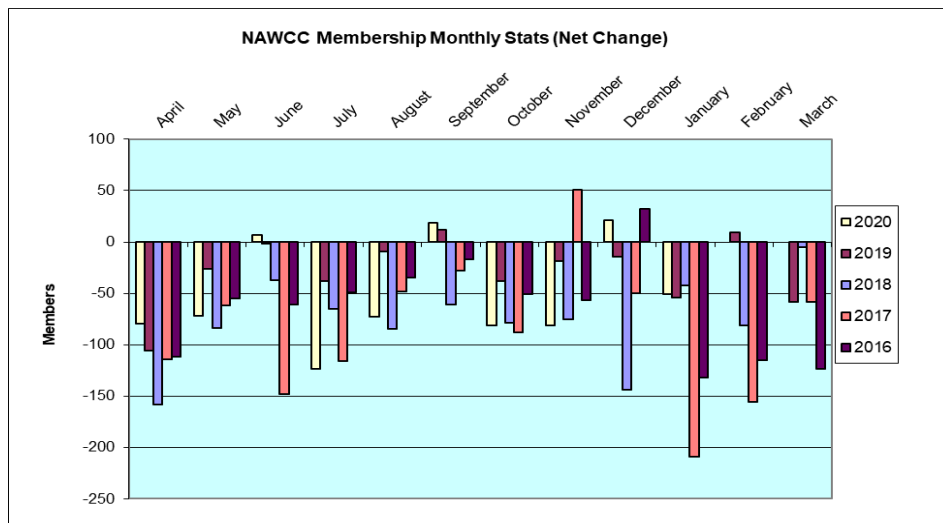
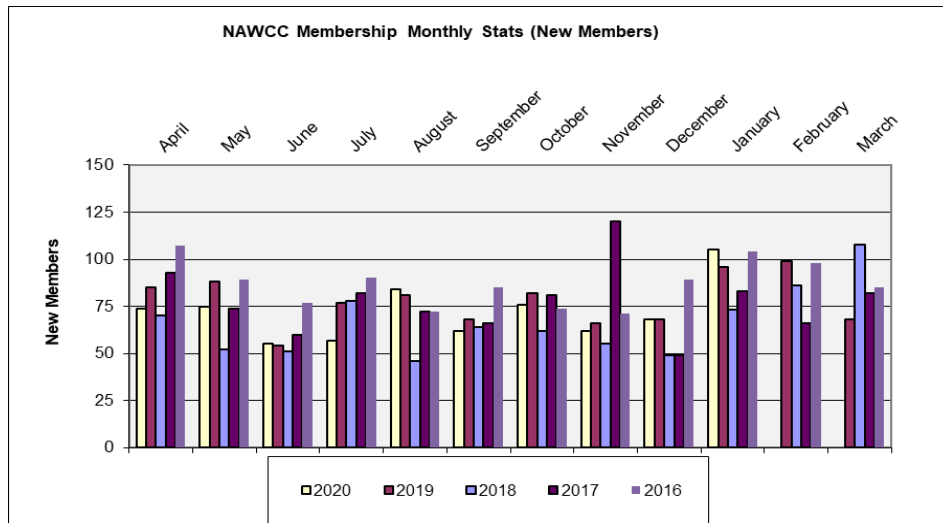
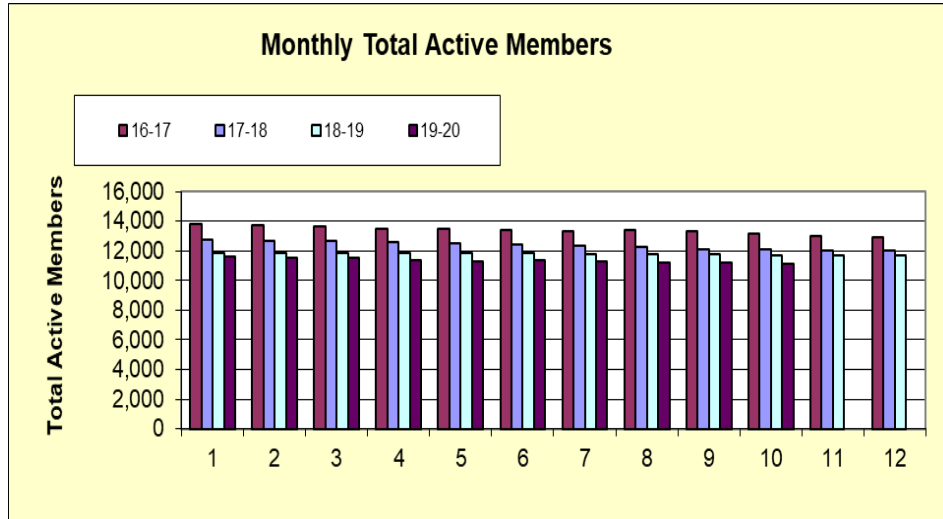
FY / YTD Totals - 4/1 to 1/31

	New Members	Retention/Loss	Member Net	Total Membership
2019 / 2020	718	-1,233	-515	11,141
2018 / 2019	765	-1,059	-294	11,705
2017 / 2018	600	-1,430	-830	12,085
2016 / 2017	780	-1,592	-812	13,129

Phone Logs

Helped member	191
Helped non-member	86
Redirected	136
Renewal	94
New/Rei member	35

MEMBER SERVICES REPORT – January 2020



Pam Lindenberger, Manager
NAWCC Member Services