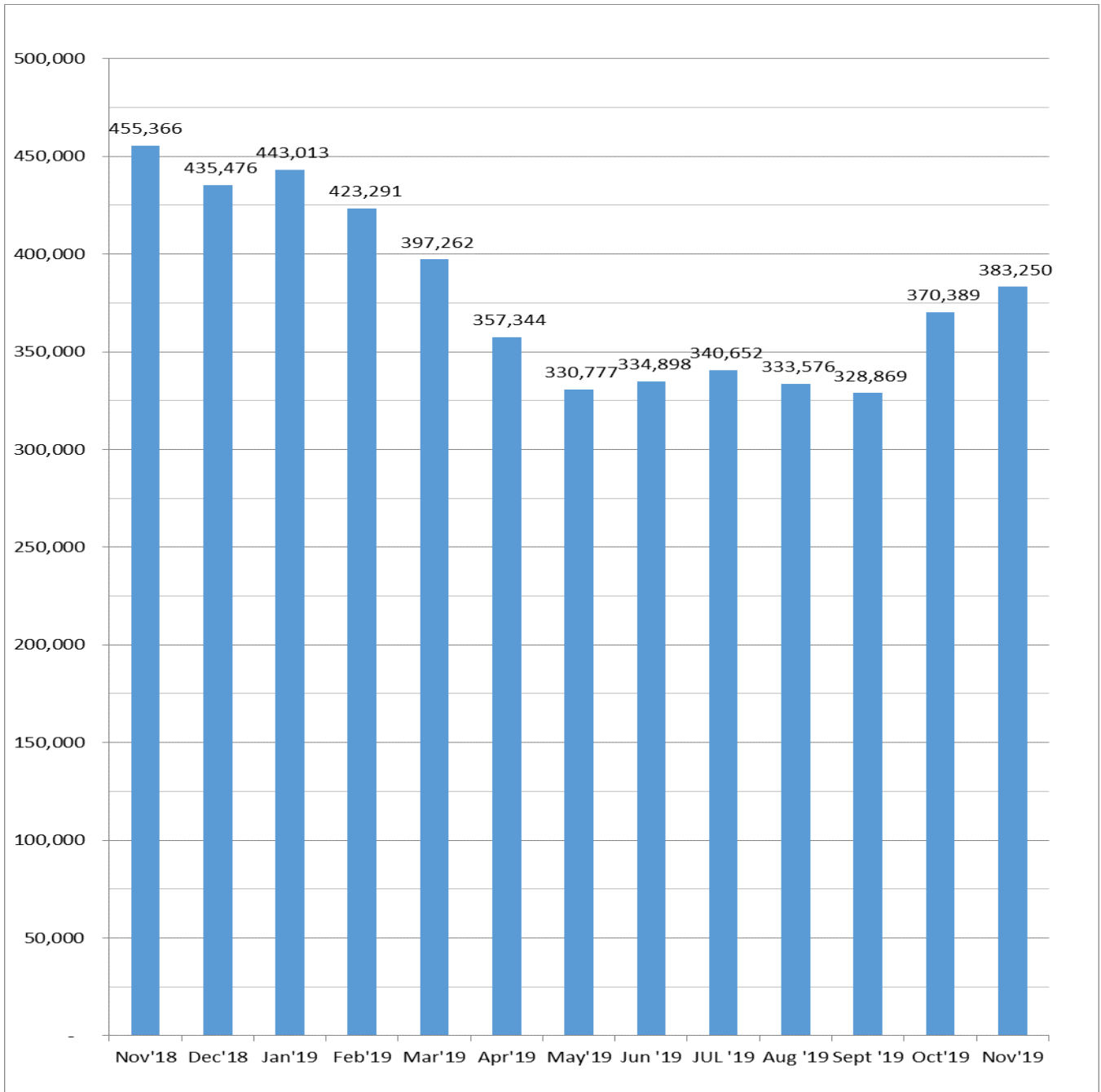
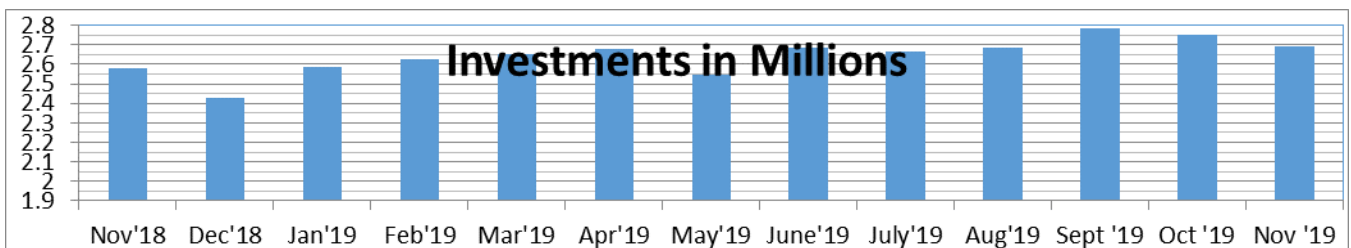


Net Liquidity Reserve Chart



Investment Balances



Controller's Report for November 2019 Period 8 FY 19-20

Financial Summary

	Nov '19 Actual	Nov '19 Budget	Nov '19 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	161,861	247,091	(85,230)	1,051,415	1,239,034	(187,619)
Operating Expenses	152,207	156,057	3,850	1,137,770	1,215,527	77,757
Net Revenue/Expenses	9,654	91,034	(81,380)	(86,355)	23,507	(109,862)

- A surplus of \$72,833 for Member Services in the month of November and a YTD surplus of \$471,909. Total Membership YTD is 11,171.
- Development showed a surplus for November totaling \$12,304 and a YTD surplus of \$25,078. This is due to the Annual Appeal of \$17,729 and Transition Fund of \$45,000 thru the month of November. 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 showed a slight deficit of (\$960) for November and is showing YTD surplus of \$10,677. Last year at this time the Museum had a deficit of (\$1,694). We had 764 visitors to the museum during the month of November (93 of those visitors came from Bus Tours). YTD 7,413 visitors have enjoyed our museum.
- Education held two workshops in the month of November and showed a deficit of (\$1,089) for the month. If we can achieve three or more workshops a month; education would be showing a positive result each month.
- The Net Liquidity increased to \$383,520 in the month of November due to the monies received from the annual appeal and the monies received for the transition fund.
- For the month of November we had an operating surplus of \$9,654 and an YTD deficit of (\$86,355). Two months of a positive bottom line. We have a way to go, but we are headed in the correct direction.
- November donations totaled \$40,340 which includes Chapter donations of \$600 and \$15,000 from Transition Fund. Endowment donations of \$9,181.50 were received during the month.
- Our investments dividends total \$11,358 for November bringing them to a year to date total of \$50,243.
- Investments totaled \$2,952,764.
- The NAWCC received \$100,010 from an Estate in January and this has been placed in LT 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.

RKL has presented a draft of the 990 and 990 T Tax Return. This is being reviewed by myself and Finance Committee. Once review is complete it will be finalized and signed by the Treasurer and then distributed to the board members.

I have been busy getting quotes for landscaping work since Gary Schlossman retired at the end of December. Many other quotes are being worked on for roof repairs, carpeting for the 2nd floor at HQ and other projects. The fireglass for the 2nd floor area has been installed and completed. Additional security cameras have been placed behind the admission desk, gift shop register and outside the storage area in the basement. Our next big staff project is re-organization of the storage area in the basement.

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

Terry Zaparos, who has been with us for 17 years at the Admissions/Gift Shop Area has been promoted to Lead Admissions/Gift Shop Associate. He will be assisting me with overseeing the inventory needs, purchasing and other administrative tasks.

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.

I thank you all for your support and assistance.

Jennifer Byers, Controller

January 23, 2020

Member Services Report – November 2019

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Nov 30	Oct 31	Sep 30	Aug 31
*Regular/Student/Youth	9905	9983	10,066	10,045
Associate	654	654	652	653
Life	214	214	214	215
Total Individual	10,773	10,851	10,932	10,913

Contributing Memberships				
Brass	102	102	99	100
Silver	49	49	50	50
Gold	15	15	14	15
Platinum	12	12	12	11
Ruby	1	1	1	1
Diamond	0	0	0	0
Total Contributing	179	179	176	177

Business Memberships				
Regular	209	212	214	213
Silver	6	5	6	6
Gold	2	3	3	3
Platinum	1	1	1	1
Ruby	1	1	1	1
Total Business	219	222	225	224

Total Membership	11,171	11,252	11,333	11,314
Gain/Loss	-81	-81	+19	-73

*Regular with Online Only Publications and Student/Youth – 1590 (16%)

*International (included in figures above) – 594

Institutional Subscription Bulletin subscribers – 15

Nov19	<i>Membership Categories</i>				TOTAL	<i>Application Source</i>					
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro		Mail	Phone	Web	Event	Telemarketing	
New	9	5	34	14	62	8	10	33	11	0	
Rei	38	3	5	3	49	8	14	20	7	0	

Suspended Members	Total	Paid-to-Date	Net
Dec 1 (Nov 30 expiration)	222		
Nov 1 (Oct 31 expiration)	240	47	193

Dropped Due to Non-Payment	
Oct 1 (Sep 30 expiration)	191

Dropped Due to:	
Deaths	3
Resignations	10

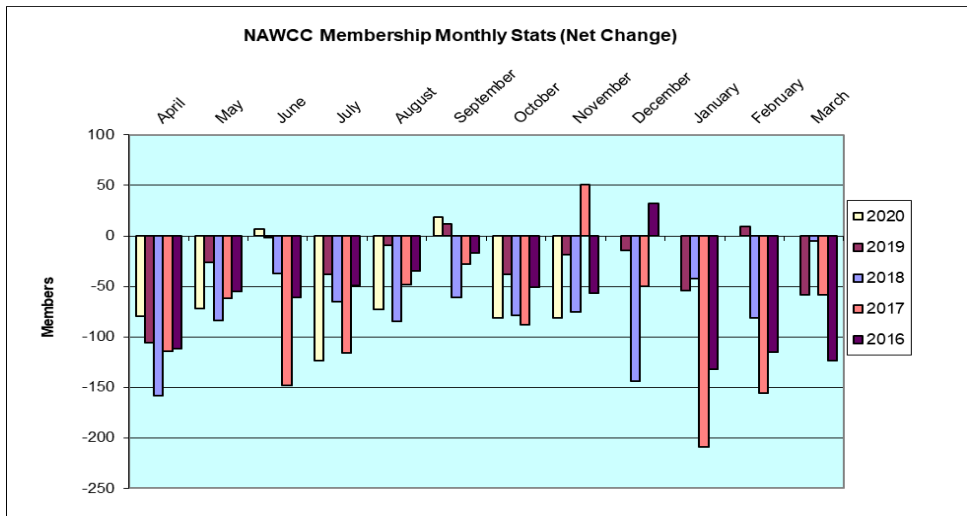
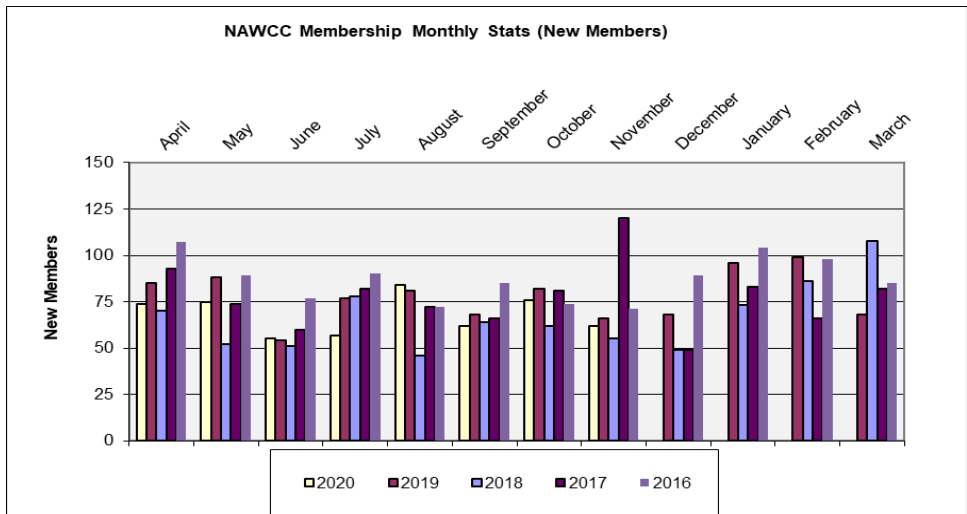
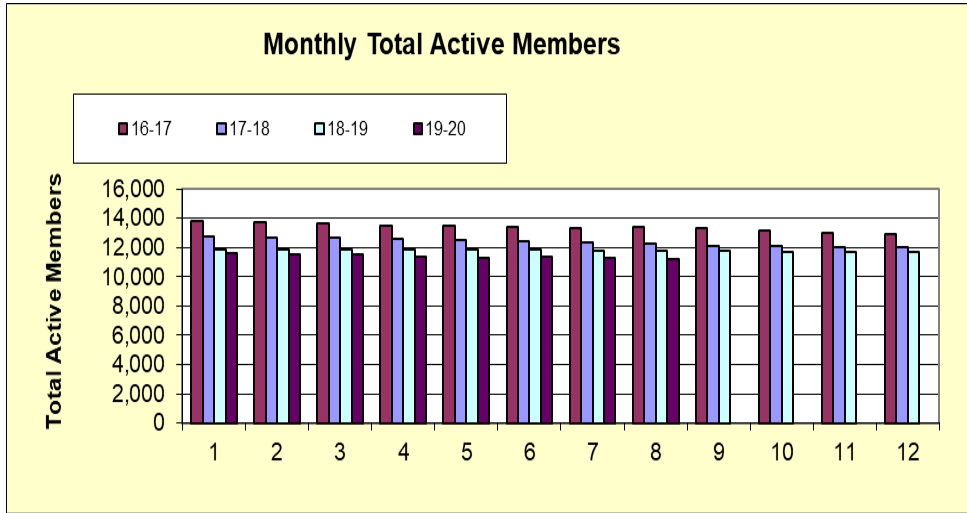
FY / YTD Totals – 4/1 to 11/30

	New Members	Retention	Member Net	Total Membership
2019 / 2020	545	-1030	-485	11,171
2018 / 2019	601	-827	-226	11,773
2017 / 2018	478	-1122	-644	12,271
2016 / 2017	648	-1201	-553	13,388

Phone Logs

Helped member	124
Helped non-member	61
Redirected	114
Renewal	53
New/Rei member	19

MEMBER SERVICES REPORT – NOVEMBER 2019



Pam Lindenberger, Manager
NAWCC Member Services

National Association of Watch & Clock Collectors, Inc.
Fund Manager Performance - November 2019
Prepared as of 1/23/19

Figure 1. Endowment assets	Value	Value	Value	Value	Value
Investment allocation	11/30/2019	9/30/2019	6/30/2019	3/31/2019	12/31/2018
For All Time Campaign-LT	1,551,114	1,446,679	1,396,301	1,239,447	1,229,572
NAWCC -LT	634,262	843,918	757,153	940,336	794,289
NAWCC-ST	505,305	493,817	488,194	472,763	408,004
Charitable Gift Annuity	259,401	251,455	257,925	250,322	227,906
Portfolio total	2,950,082	3,035,869	2,899,573	2,902,868	2,659,770

Figure 2. Change in Endowment Assets	YTD 11/30/2019	YTD FY 03/31/19
Beginning balance	2,902,868	2,917,305
Contributions	94,376	116,496
Cash distributions to NAWCC	(193,473)	(227,224)
Investment income	42,762	120,527
Realized gain (loss)	5,632	79,087
Unrealized gain (loss)	109,269	(88,256)
Fees - Includes PNC Fees	(11,352)	(15,066)
Month ending balance	2,950,082	2,902,868

Figure 3. Detail Draw Activity	
Authorized PY's	60,764
Authorized 19-20	\$ 132,709
Apr	\$ (30,000)
May	\$ (35,000)
Jun	\$ (30,000)
Jul	\$ -
Aug	\$ -
Sep	\$ (37,000)
Oct	\$ (61,473)
Nov	\$ -
Dec	\$ -
Jan	\$ -
Feb	\$ -
Mar	\$ -
Draws to date FY 19-20	\$ (193,473)
Remaining FY 19-20	\$ -

Figure 4. Summary Draw Activity	
	Current FY 19-20
Authorized Draw FY 19-20	\$ 132,709
Authorized Draw PY's	60,764
Total Available Draw	\$ 193,473
Draws to date FY 19-20	(193,473)
Available FY 19-20	\$ -

** The For All Time Investment Income since inception totals \$ 185,565. Campaign expenses totaling \$329,993 were paid from this campaign.

For All Time- Phase I Pledge Detail	
FY 18-19 Outstanding Balances	106,259
Payments Received FY 19-20	(24,036)
FY 19-20 Outstanding Balances	82,223

For All Time- Phase II Pledge Detail	
Pledges Received FY 19-20	93,879
Payments Received FY 19-20	(91,879)
FY 19-20 Outstanding Balances	2,000

Operating Pledge Detail	
FY 18-19 Outstanding Balances	222,848
Payments Received FY 19-20	(20,000)
FY 19-20 Outstanding Balances	202,848

Transition Fund	
Transition Funds Received	95,000
Transition Funds Released for Expenses	(40,754)
FY 19-20 Remaining Balance	54,246