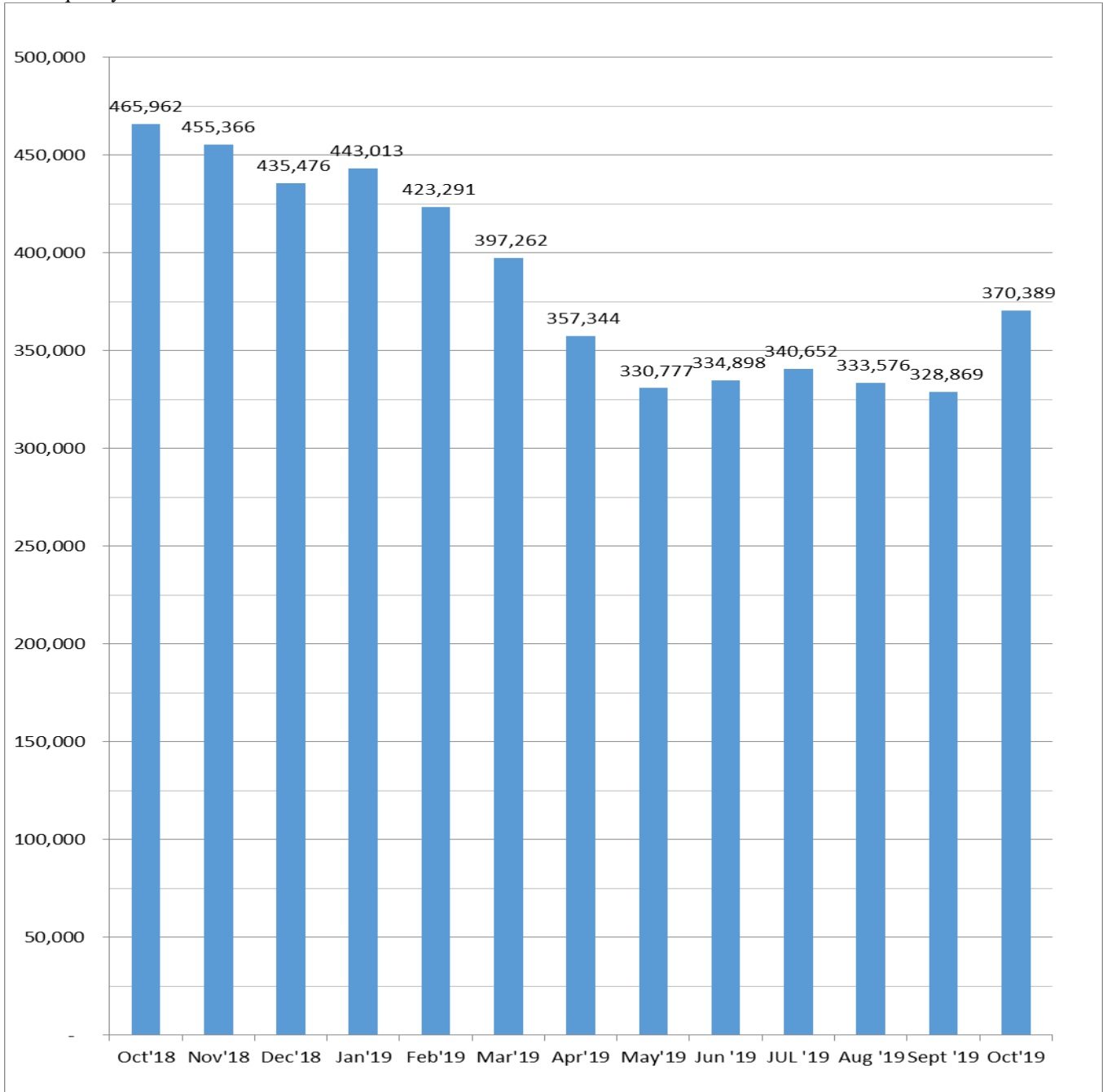
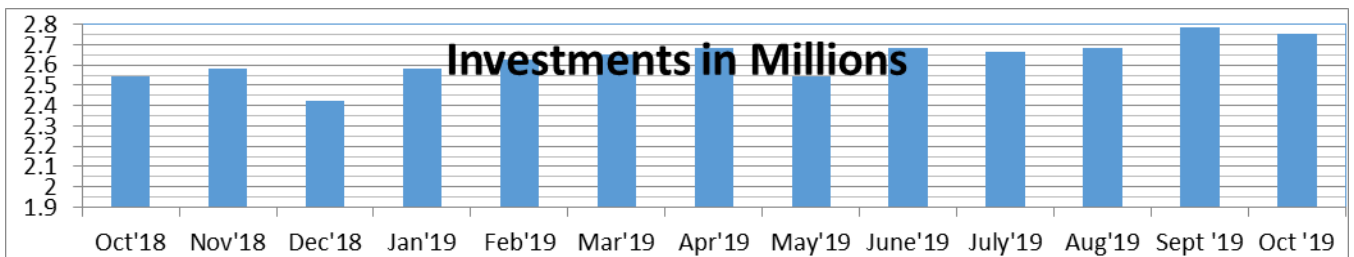


Net Liquidity Reserve Chart



Investment Balances



Financial Summary

	Oct '19 Actual	Oct '19 Budget	Oct '19 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	142,243	165,948	(23,705)	889,555	991,943	(102,388)
Operating Expenses	124,518	150,047	(25,529)	985,563	1,059,470	(73,907)
Net Revenue/Expenses	17,725	15,901	1,824	(96,008)	(67,527)	(28,481)

- A surplus of \$60,578 for Member Services in the month of October and a YTD surplus of \$399,077. Total Membership YTD is 11,252.
- Development showed a surplus for October totaling \$35,028. This is due to the launch of the Annual Appeal of \$15,000 and Transition Fund of \$20,000 in the month of October. The transition fund monies will cover the costs for the upgraded computers, roof consultation, mold removal, and other incidentals. The salaries were lower due to the resignation of our Development Director at the beginning of October.
- The Museum showed a surplus of \$948 and is showing YTD surplus of \$11,634. We had 807 visitors to the museum during the month of October. YTD 6,797 visitors have enjoyed our museum.
- Education held three workshops in the month of October and showed a surplus of \$2,612 for the month.
- The Net Liquidity increased to \$370,389 in the month of October due to the Convention Receivable decreasing by \$41,000, the monies received from the annual appeal, and the monies received by the transition fund.
- The rent for the house increased to \$800 a month beginning with September 1<sup>st</sup>.
- For the month of October we had an operating surplus of \$17,725 and a YTD deficit of (\$96,008).
- October donations totaled \$50,395 which includes Chapter donations of \$2,750. Endowment donations of \$2,885 were received during the month.
- Our investments dividends total \$2,420 for October bringing them to a year to date total of \$38,885.
- Investments totaled \$3,006,393.
- The NAWCC will be receiving \$98,000 from an Estate. We have signed all paperwork and submitted to the attorney's and are waiting for the release of the check.
- 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 middle of December.

RKL is working on the 990 and 990-T Tax Return. That will soon be completed for review by the Finance Committee and me.

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

I thank you all for your support and assistance.

Jennifer Byers, Controller

December 11, 2019

## Member Services Report – October 2019

Pamela J. Lindenberger, Member Services Manager

<b>Individual Memberships</b>	<b>Oct 31</b>	<b>Sep 30</b>	<b>Aug 31</b>	<b>Jul 31</b>
*Regular/Student/Youth	9983	10,066	10,045	10,104
Associate	654	652	653	662
Life	214	214	215	215
<b>Total Individual</b>	<b>10,851</b>	<b>10,932</b>	<b>10,913</b>	<b>10,981</b>

<b>Contributing Memberships</b>				
Brass	102	99	100	102
Silver	49	50	50	47
Gold	15	14	15	15
Platinum	12	12	11	11
Ruby	1	1	1	1
Diamond	0	0	0	0
<b>Total Contributing</b>	<b>179</b>	<b>176</b>	<b>177</b>	<b>176</b>

<b>Business Memberships</b>				
Regular	212	214	213	219
Silver	5	6	6	6
Gold	3	3	3	3
Platinum	1	1	1	1
Ruby	1	1	1	1
<b>Total Business</b>	<b>222</b>	<b>225</b>	<b>224</b>	<b>230</b>

<b>Total Membership</b>	<b>11,252</b>	<b>11,333</b>	<b>11,314</b>	<b>11,387</b>
Gain/Loss	-81	+19	-73	-124

\*Regular with Online Only Publications and Student/Youth – 1620 (16%)

\*International (included in figures above) – 612

Institutional Subscription Bulletin subscribers – 15

<u>Oct19</u>	<u>Membership Categories</u>				<b>TOTAL</b>	<u>Application Source</u>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro		Mail	Phone	Web	Event	Telemarketing
New	19	8	45	4	<b>76</b>	11	9	49	7	0
Rei	43	5	6	0	<b>54</b>	9	15	18	10	2

<b>Suspended Members</b>	<b>Total</b>	<b>Paid-to-Date</b>	<b>Net</b>
Nov 1 (Oct 31 expiration)	240		
Oct 1 (Sep 30 expiration)	265	60	205

<b>Dropped Due to Non-Payment</b>	
Sep 1 (Aug 31 expiration)	137

<b>Dropped Due to:</b>	
Deaths	11
Resignations	10

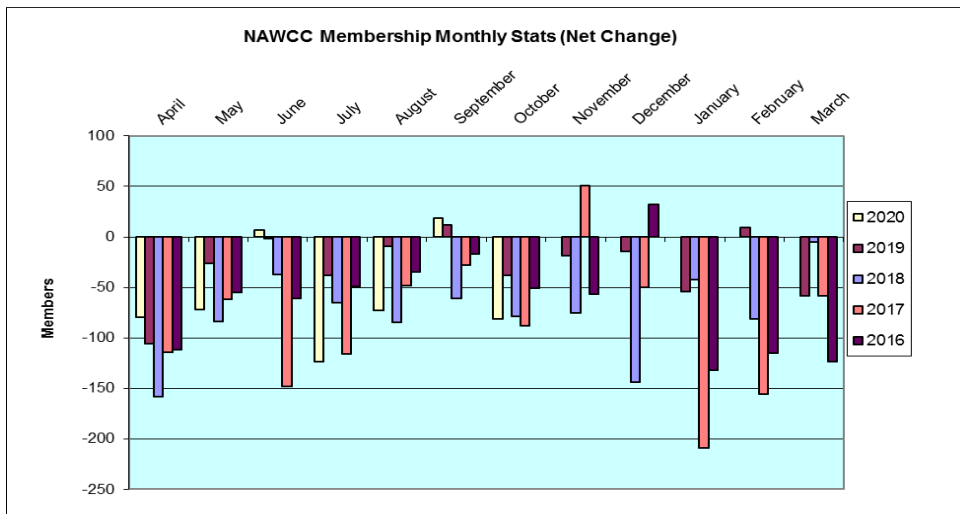
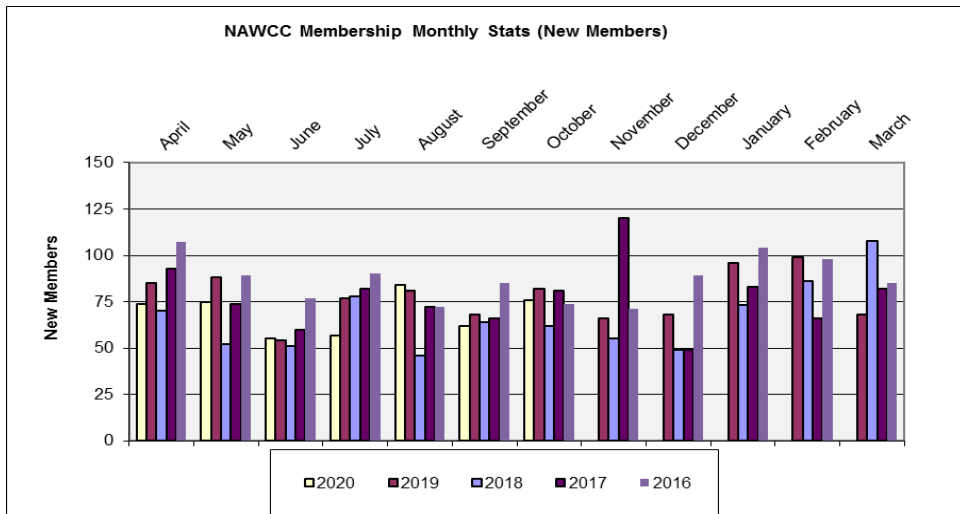
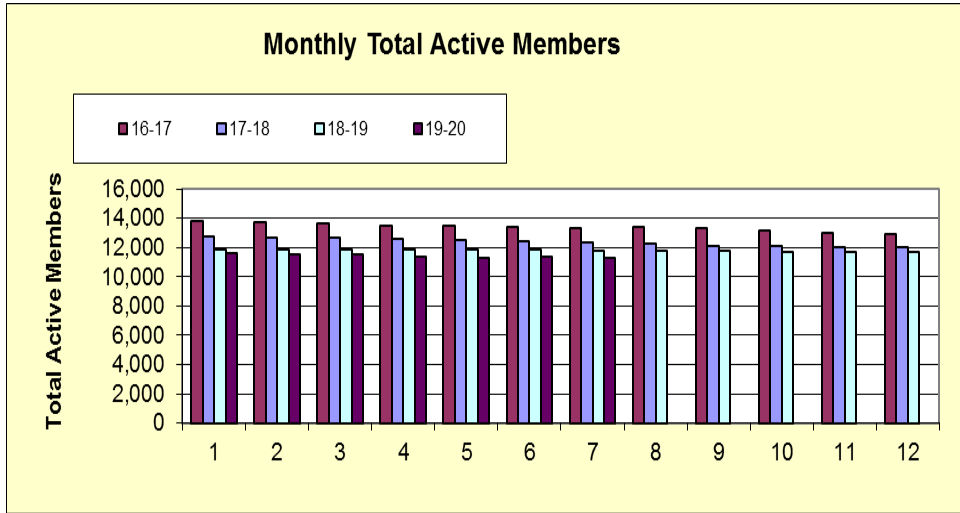
### FY / YTD Totals – 4/1 to 10/31

	<b>New Members</b>	<b>Retention</b>	<b>Member Net</b>	<b>Total Membership</b>
2019 / 2020	483	-887	-404	11,252
2018 / 2019	535	-742	-207	11,792
2017 / 2018	423	-992	-569	12,346
2016 / 2017	528	-1132	-604	13,337

### Phone Logs

Helped member	164
Helped non-member	100
Redirected	164
Renewal	44
New/Rei member	21

# MEMBER SERVICES REPORT – OCTOBER 2019



Pam Lindenberger, Manager  
NAWCC Member Services

**National Association of Watch & Clock Collectors, Inc.**  
**Fund Manager Performance - October 2019**  
*Prepared as of 12/11/19*

<b>Figure 1. Endowment assets</b>	Value	Value	Value	Value	Value
	10/31/2019	9/30/2019	6/30/2019	3/31/2019	12/31/2018
Investment allocation					
For All Time Campaign-LT	1,447,854	1,446,679	1,396,301	1,239,447	1,229,572
NAWCC -LT	809,611	843,918	757,153	940,336	794,289
NAWCC-ST	493,663	493,817	488,194	472,763	408,004
Charitable Gift Annuity	255,265	251,455	257,925	250,322	227,906
<b>Portfolio total</b>	<b>3,006,393</b>	<b>3,035,869</b>	<b>2,899,573</b>	<b>2,902,868</b>	<b>2,659,770</b>

<b>Figure 2. Change in Endowment Assets</b>	YTD 10/31/2019	YTD FY 03/31/19
Beginning balance	2,902,868	2,917,305
Contributions	81,801	116,496
Cash distributions to LTSG	(217,302)	(227,224)
Investment income	31,404	120,527
Realized gain (loss)	13,742	79,087
Unrealized gain (loss)	205,233	(88,256)
Fees - Includes PNC Fees	(11,352)	(15,066)
Month ending balance	3,006,393	2,902,868

<b>Figure 3. Detail Draw Activity</b>	
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)
<b>Remaining FY 19-20</b>	<b>\$ -</b>

<b>Figure 4. Summary Draw Activity</b>	
	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)
<b>Available FY 19-20</b>	<b>\$ -</b>

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

<b>For All Time- Phase I Pledge Detail</b>	
FY 18-19 Outstanding Balances	106,259
Payments Received FY 19-20	(17,098)
<b>FY 19-20 Outstanding Balances</b>	<b>89,162</b>

<b>For All Time- Phase II Pledge Detail</b>	
Pledges Received FY 19-20	93,879
Payments Received FY 19-20	(74,879)
<b>FY 19-20 Outstanding Balances</b>	<b>19,000</b>

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