



Controller's Report for January 2018 Period 10 FY 2018  
 Financial Summary

	Jan'18 Actual	Jan'18 Budget	Jan'18 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	157,122	156,220	902	1,628,274	1,452,550	175,724
Operating Expenses	161,530	163,870	2,340	1,460,475	1,516,985	56,510
Net Revenue/Expenses	(4,408)	(7,650)	3,242	167,799	(64,435)	232,234
Less: Operating Pledge	0	0	0	(200,000)	0	(200,000)
Plus: Pledge Payments	0	0	0	32,500	0	32,500
Net with Pledge Adjustments	(4,408)	(7,650)	3,242	299	(64,435)	64,734
<b>Capital Expenditures</b>						
NAWCC Short Term Fund	4,697	0	4,697	7,600	0	12,297
Less Capital Expenditures						
Information Services	(750)	0	0	(7,600)	0	(7,600)
Facilities	(4,697)	0	(4,697)	0	0	(4,697)
Library Services	0	0	0	0	0	0
Museum Store	0	0	0	0	0	0
Net Capital Expenditures	(750)	0	0	0	0	0

- Operating Revenue is \$175,724 above budget for fiscal year-to-date
- Operating expenses are \$56,610 below budget for fiscal year-to-date
- Net Results is \$299 surplus for fiscal year-to-date
- Our investments total \$2,756,119 with a positive market change of \$84,017 this month
- January donations were \$27,308 of which \$2,870 are for our Endowments
- The RGM special addition watch sold for \$7,200 and is recorded as Museum Income

Tom and I completed the proposed FY'19 (April 1, 2018 to March 31, 2019) budget and submitted it to the Board of Directors for their approval.

Charles J. Auman, Controller

February 12, 2018

**DONATIONS/GRANTS/ENDOWMENTS - FY'18**

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'17	10,339.00		45.00	50.00	<b>10,434.00</b>	1,787.95	2,720.00		12,500.00	<b>17,007.95</b>	51,100.00	<b>78,541.95</b>	<b>78,541.95</b>
May'17	8,037.00				<b>8,037.00</b>	1,714.00	4,892.00	500.00		<b>7,106.00</b>	3,600.00	<b>18,743.00</b>	<b>97,284.95</b>
Jun'17	104,853.00	306.00	7,756.00	5.00	<b>112,920.00</b>	3,007.00		36.00		<b>3,043.00</b>		<b>115,963.00</b>	<b>213,247.95</b>
Jul'17	13,130.00	13,936.50	50.00	50.00	<b>27,166.50</b>	3,000.00	2,850.54	350.00		<b>6,200.54</b>	1,000.00	<b>34,367.04</b>	<b>247,614.99</b>
Aug'17	114,935.00	1,306.00	60.00	344.00	<b>116,645.00</b>	2,043.00		500.00		<b>2,543.00</b>	5,000.00	<b>124,188.00</b>	<b>371,802.99</b>
Sep'17	5,140.00	208.00	275.00		<b>5,623.00</b>	11,550.00				<b>11,550.00</b>	500.00	<b>17,673.00</b>	<b>389,475.99</b>
Oct'17	6,363.00	50.00	120.00		<b>6,533.00</b>	3,000.00			1,038.00	<b>4,038.00</b>	3,800.00	<b>14,371.00</b>	<b>403,846.99</b>
Nov'17	27,406.00	1,126.00	1,835.00	2,095.00	<b>32,462.00</b>	3,400.00	13,700.00			<b>17,100.00</b>	5,450.00	<b>55,012.00</b>	<b>458,858.99</b>
Dec'17	22,945.00	4,127.00	960.00	185.00	<b>28,217.00</b>	105,080.00	333.00	475.00		<b>105,888.00</b>	15,706.00	<b>149,811.00</b>	<b>608,669.99</b>
Jan'18	9,243.00	9,500.00	370.00		<b>19,113.00</b>	410.00	4,915.00			<b>5,325.00</b>	2,870.00	<b>27,308.00</b>	<b>635,977.99</b>
Feb'18					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>635,977.99</b>
Mar'18					<b>0.00</b>					<b>0.00</b>		<b>0.00</b>	<b>635,977.99</b>
<b>Total FY17</b>	<b>322,391.00</b>	<b>30,559.50</b>	<b>11,471.00</b>	<b>2,729.00</b>	<b>367,150.50</b>	<b>134,991.95</b>	<b>29,410.54</b>	<b>1,861.00</b>	<b>13,538.00</b>	<b>179,801.49</b>	<b>89,026.00</b>	<b>635,977.99</b>	

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

## Member Services Report - January 2018

Pamela J. Lindenberger, Member Services Manager

<b>Individual Memberships</b>	<b>Jan 31</b>	<b>Dec 31</b>	<b>Nov 30</b>	<b>Oct 31</b>
*Regular/Student/Youth	10,763	10,804	10,941	11,009
Associate	686	682	688	691
Life	220	220	220	221
<b>Total Individual</b>	<b>11,669</b>	<b>11,706</b>	<b>11,849</b>	<b>11,921</b>

### Contributing Memberships

Brass	99	99	104	101
Silver	35	32	31	34
Gold	17	17	17	15
Platinum	10	10	10	10
Ruby	2	2	2	2
<b>Total Contributing</b>	<b>163</b>	<b>160</b>	<b>164</b>	<b>162</b>

### Business Memberships

Regular	238	247	243	248
Silver	12	11	12	12
Gold	2	2	2	2
Ruby	1	1	1	1
<b>Total Business</b>	<b>253</b>	<b>261</b>	<b>258</b>	<b>263</b>

<b>Total Membership</b>	<b>12,085</b>	<b>12,127</b>	<b>12,271</b>	<b>12,346</b>
Gain/Loss	-42	-144	-75	-79

\*Regular with Online Only Publications and Student/Youth - 1856 (17%)

\*International (included in figures above) - 747

Institutional Subscription Bulletin subscribers - 26

### Total New & Reinstated Members

	<b>Jan</b>	<b>(Dec)</b>	<b>Mail / Phone / Web / Reg / MGI / Telemarketing</b>					<b>Highest Member #</b>
New	73	49	7	13	51	2	0	182,144
Rei	83	108	19	21	38	3	2	
<b>Total</b>	<b>156</b>	<b>157</b>	<b>26</b>	<b>34</b>	<b>89</b>	<b>5</b>	<b>2</b>	

<b>Suspended Members</b>	<b>Total</b>	<b>Paid-to-Date</b>	<b>Net</b>
Feb 1 (Jan 31 expiration)	322		
Jan 1 (Dec 31 expiration)	293	77	216

### Dropped Due to Non-Payment

Dec 1 (Nov 30 expiration)	243
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### Dropped Due to:

Deaths	17
Resignations	10

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

	<b>New Members</b>	<b>Retention</b>	<b>Member Net</b>
2017 / 2018	600	-1430	-830
2016 / 2017	780	-1592	-812
2015 / 2016	858	-1395	-537
2014 / 2015	936	-1433	-497

### Phone Logs

Helped member	121
Helped non-member	98
Redirected	103
Renewal	90
New/Rei member	31