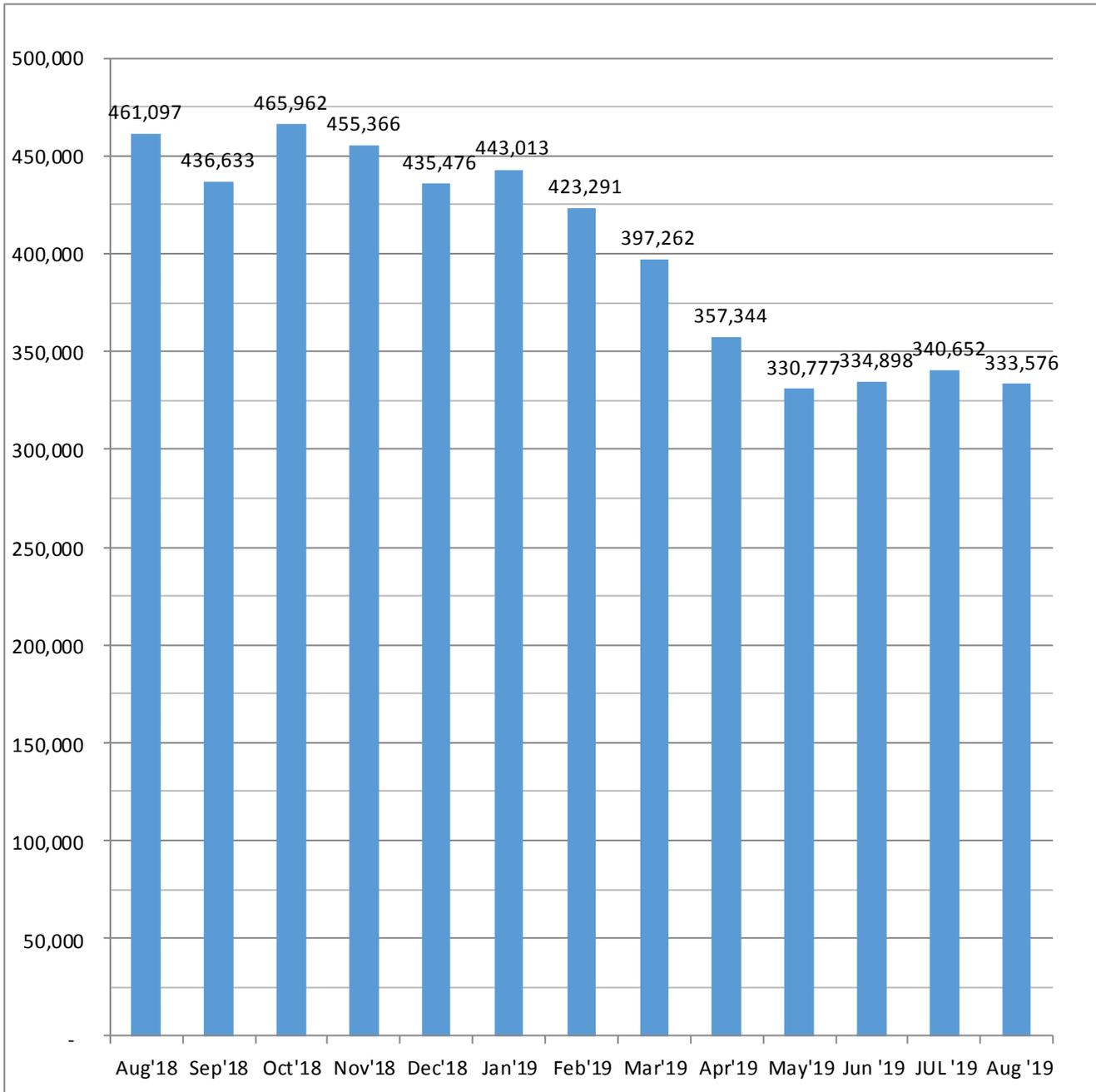
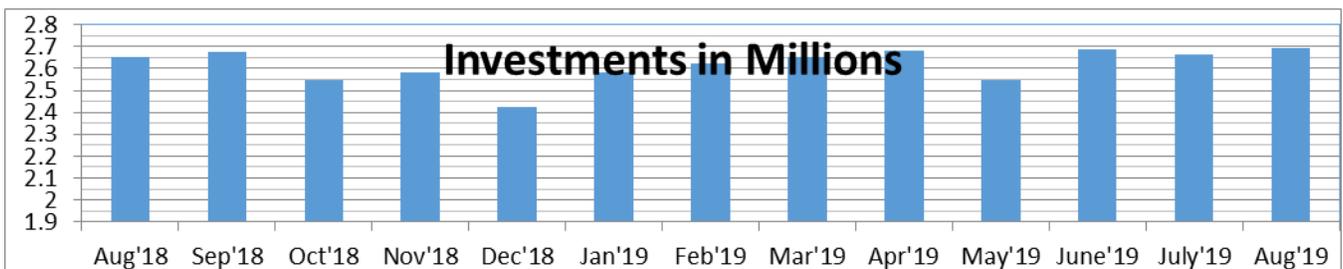


Net Liquidity Reserve Chart



Investment Balances



Controller's Report for August 2019 Period 5 FY 19-20

Financial Summary

	**Aug'19 Actual	**Aug'19 Budget	**Aug'19 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	106,500	111,112	(4,612)	631,375	654,730	(23,355)
Operating Expenses	124,317	140,369	(16,052)	717,674	750,976	(33,302)
Net Revenue/Expenses	(17,817)	(29,257)	11,440	(86,299)	(96,246)	9,947
Less: Operating Pledge	0	0	0	0	0	0
Plus: Pledge Payments	0	0	0	20,500	0	20,500
Net with Pledge Adjustments	(17,817)	(29,257)	11,440	(65,799)	(96,246)	30,447

- A surplus of \$62,903 for Member Services in the month of August and a YTD surplus of \$283,158. Year-to-date we have had 84 new members (61 of those joined at the \$52 level) and 56 members reinstated.
- The Museum is showing a YTD surplus of \$11,348. We had 1,091 visitors to the museum during the month of August. We continue to have visitors from all over; including Africa, Switzerland and Australia.
- The Net Liquidity decreased to 333,576 and is still below \$500,000 due to a low cash balance and Symposium deposits being less than its respective liabilities thru August.
- For the month of August we had an operating deficit of (\$17,817) and a YTD deficit of (\$86,299).
- August donations totaled \$70,252 which includes Chapter donations of \$925. Endowment donations of \$50,927 were received during the month.
- Our investments dividends total \$3,624 for August bringing them to a year to date total of \$28,475.
- Investments totaled \$2,910,338.

RKL has completed the audit and will be presenting to the Finance Committee in early November and reporting to the board of directors at the November Board Meeting. They offered an opinion that the financials present fairly in according with GAAP (Generally Accepted Accounting Principles).

RKL has completed the 401K 5500 Tax Form.

I am happy to say that EnnisPellum has finished the integration journal entry template. It is working and will alleviate duplicate data entry each month into the accounting system. He will also be working with me to create the proper fund codes and accounting structure so we can track restricted funds through our accounting database instead of excel spreadsheets. I'm very thankful for this assistance, since these are items I wanted to be working on, but did not have the time.

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

There is much work to do! I thank you all for supporting me while I work through the reclassifications, analysis and financial reporting.

Jennifer Byers, Controller

October 31, 2019

## Member Services Report – August 2019

Pamela J. Lindenberger, Member Services Manager

Individual Memberships	Aug 31	Jul 31	Jun 30	May 31
*Regular/Student/Youth	10,045	10,104	10,221	10,227
Associate	653	662	660	651
Life	215	215	216	216
<b>Total Individual</b>	<b>10,913</b>	<b>10,981</b>	<b>11,097</b>	<b>11,094</b>

### Contributing Memberships

Brass	100	102	104	103
Silver	50	47	49	47
Gold	15	15	14	14
Platinum	11	11	10	10
Ruby	1	1	1	1
Diamond	0	0	0	0
<b>Total Contributing</b>	<b>177</b>	<b>176</b>	<b>178</b>	<b>175</b>

### Business Memberships

Regular	213	219	225	223
Silver	6	6	6	7
Gold	3	3	3	3
Platinum	1	1	1	1
Ruby	1	1	1	1
<b>Total Business</b>	<b>224</b>	<b>230</b>	<b>236</b>	<b>235</b>

<b>Total Membership</b>	<b>11,314</b>	<b>11,387</b>	<b>11,511</b>	<b>11,504</b>
Gain/Loss	-73	-124	+7	-72

\*Regular with Online Only Publications and Student/Youth – 1641 (16%)

\*International (included in figures above) – 639

Institutional Subscription Bulletin subscribers - 15

### Total New & Reinstated Members

	Aug	\$52	(Jul)	Mail / Phone / Web / Reg	MGI /Telemarketing	Highest Member #
New	84	61	57	11 11 43 19	0	183,676
Rei	56		63	7 11 22 16	0	
<b>Total</b>	<b>140</b>		<b>120</b>	<b>18 22 65 35</b>	<b>0</b>	

Suspended Members	Total	Paid-to-Date	Net
Sep 1 (Aug 31 expiration)	206		
Aug 1 (Jul 31 expiration)	281	53	228
<b>Dropped Due to Non-Payment</b>			
Jul 1 (Jun 30 expiration)	211		
<b>Dropped Due to:</b>			
Deaths	4		
Resignations	6		
Ethics	1		

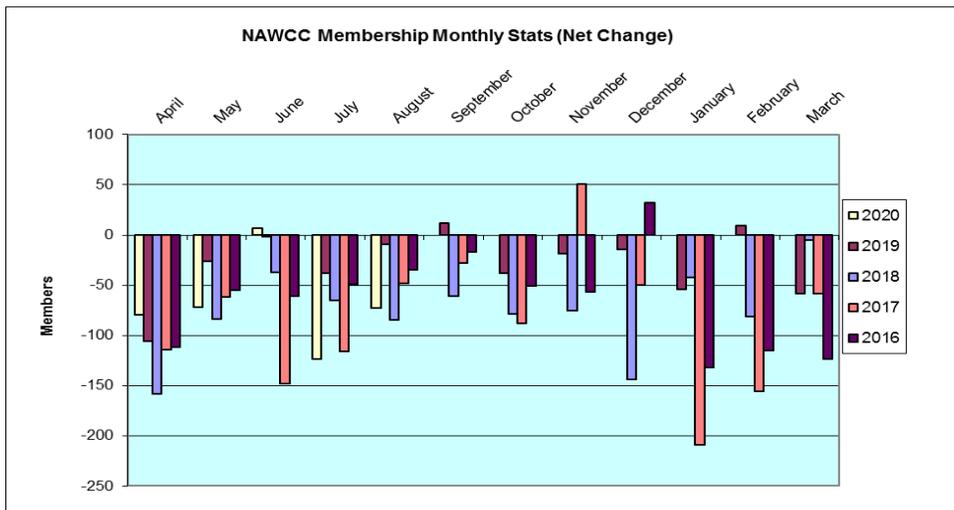
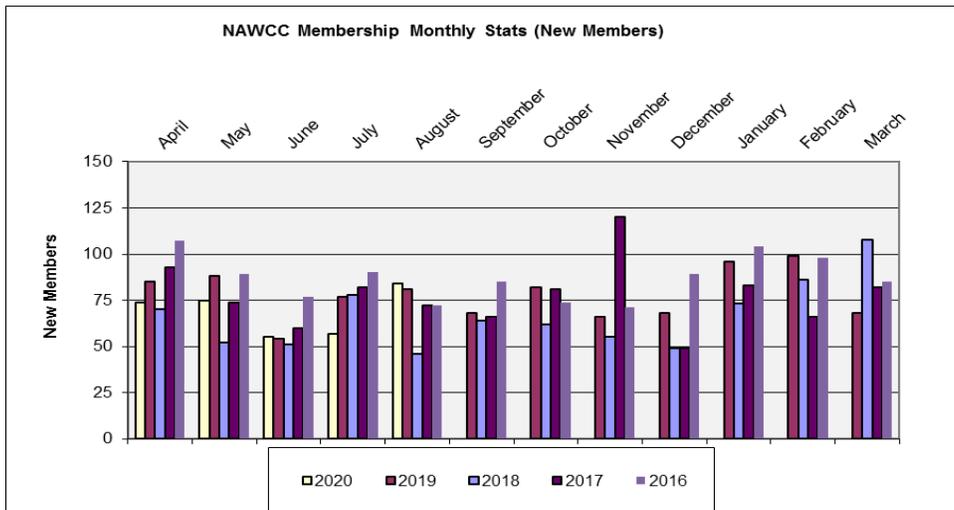
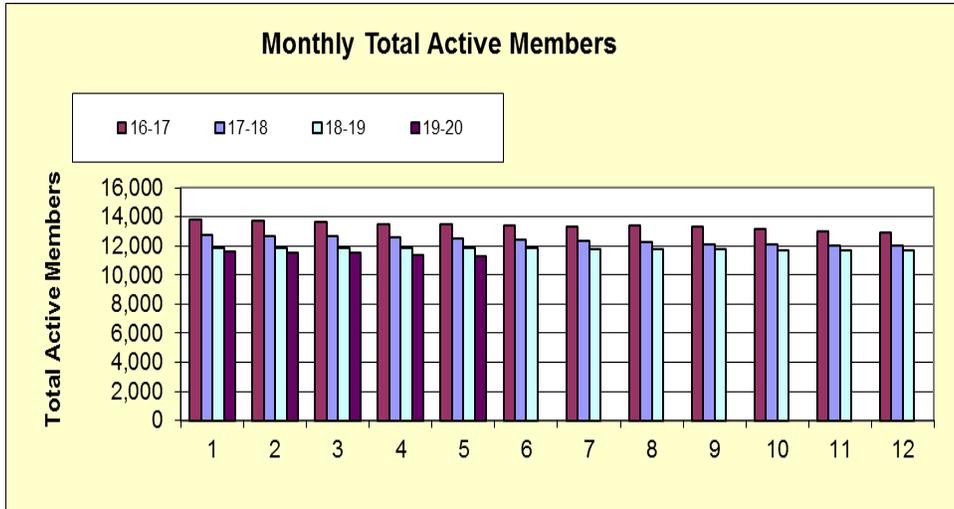
### FY / YTD Totals – 4/1 to 8/31

	New Members	Retention	Member Net
2019 / 2020	345	-687	-342
2018 / 2019	385	-566	-181
2017 / 2018	297	-726	-429
2016 / 2017	381	-869	-488

### Phone Logs

Helped member	176
Helped non-member	101
Redirected	168
Renewal	46
New/Rei member	19

# MEMBER SERVICES REPORT – AUGUST 2019



Pam Lindenberger, Manager  
NAWCC Member Services