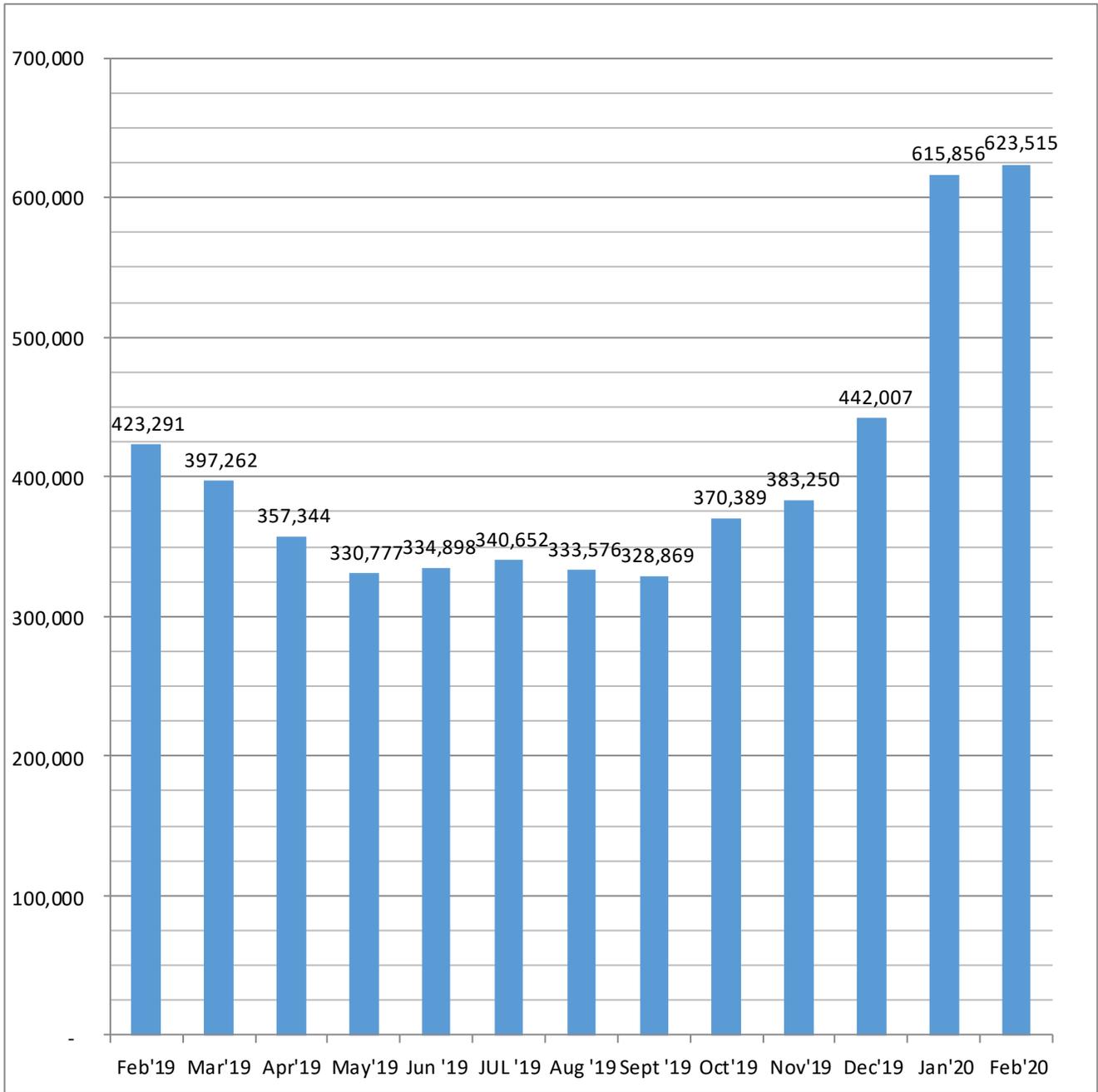


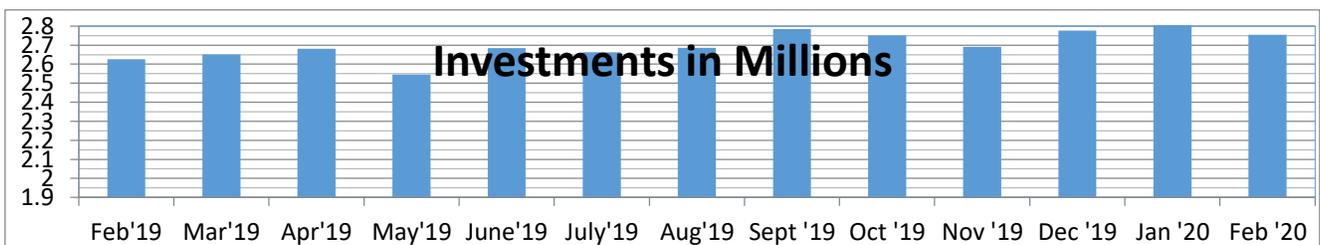
Controller's Report for February '20 Period 11 FY 19-20

Net Liquidity Reserve Chart



Investment Balances

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



Controller's Report for February '20 Period 11 FY 19-20

Financial Summary

	Feb '20 Actual	Feb '20 Budget	Feb '20 Variance	YTD Actual	YTD Budget	YTD Variance
Operating Revenue	159,569	114,353	45,216	1,512,551	1,644,953	(132,402)
Operating Expenses	92,348	121,411	(29,063)	1,488,218	1,639,853	(151,635)
Net Revenue/Expenses	67,221	(7,058)	74,279	24,333	5,100	19,233

- For the month of February, we have a surplus of \$67,221 and a YTD surplus of \$24,333.
- A surplus of \$72,244 for Member Services in the month of February and a YTD surplus of \$706,459. Total Membership YTD is 11,050.
- Communication is showing a surplus for February of \$9,662. The website design costs from EZ Solutions and John Consulting are amortizable; so I moved those costs to the balance sheet as Construction in Progress.
- The Museum showed a surplus of \$9,671 for February and is showing YTD surplus of \$22,836. Last year at this time the Museum had a deficit of (\$8,387). We had 437 visitors to the museum during the month of February, YTD 9,409 visitors have enjoyed our museum so far for fiscal year 20-21.
- Development showed a surplus for February of \$22,338 and a YTD surplus of \$72,941. We received the funds from the "Extra Ordinary Give" that was donated to the NAWCC thru the Lancaster Community Foundation. The total received was \$8,291. The transition fund monies totaling \$162K and computer fund monies totaling \$58K will cover the costs for the upgraded computers, roof repairs/consultation, mold removal, and other incidentals. So far thru February the transition fund has covered \$115K in incidental expenses and the computer funds have covered \$36K in new computers for all staff, two servers and other computer equipment.
- The Net Liquidity increased to \$623,515 in the month of February due to the monies received from the bequest of \$100,010 and the monies received for the transition fund.
- Total donations for the month totaled \$134,052 which includes a \$60k for the roof, Chapter donations of \$1,075, Transition fund of \$25,000 and \$10,000 for the Computer fund. Endowment donations of \$100 were received during the month.
- Our investments dividends total \$2,227 for February bringing them to a year to date total of \$93,409.
- Investments totaled \$2,998,507, down slightly from prior month due to market losses with the election and coronavirus.

The FY 20-21 budget has been voted on by the board and accepted with amendments as needed; due to the COVID-19 virus and uncertainty of the impact on our operations.

We just offered Ben Errickson a full-time position as our Library & Archive Assistant and Greg Slye a part-time position, 20 hours a week, as our Library Research/Security Associate.

The George Goolsby donation of the Ives and Salem Bridge Clocks arrived at the museum on March 23rd safely. Thanks to Don Hill for transporting the clocks to us and a nice recognition to James Campbell and Meghan Kennedy for handling the delivery and storage of this collection.

James Campbell and an assistant helped to install the new drywall in the back of the Collections area once the mold remediation was completed. It took 20 hours of their weekend time to paint and install the wall. Meghan Kennedy and Bill Zell are now assisting James with hanging the clocks back up on the back wall.

James Campbell and Frank Del Greco tore down the Stone Henge in the Public Time Gallery. The walls were painted by Meghan Kennedy and Ben Errickson. We are awaiting the installation of the floor tiles, but with the Coronavirus this has been delayed a few weeks.

As you can see, it is a time for change, a time to move forward and a time to rejuvenate.

Thank you all for your support and assistance.

Jennifer Byers, Controller

March 24, 2020

Member Services Report – February 2020

Stacey Strayer, Member Services Manager

Individual Memberships	Feb 29	Jan 31	Dec 31	Nov 30
*Regular/Student/Youth	9,808	9,894	9,932	9,905
Associate	633	637	649	654
Life	214	214	214	214
Total Individual	10,655	10,745	10,795	10,773

Contributing Memberships				
Brass	100	100	100	102
Silver	46	49	49	49
Gold	14	14	15	15
Platinum	14	13	12	12
Ruby	1	1	1	1
Diamond	1	0	0	0
Total Contributing	176	177	177	179

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

Total Membership	11,050	11,141	11,192	11,171
Gain/Loss	-91	-51	21	-81

*Regular with Online Only Publications and Student/Youth – 1,609 (15%)

*International (included in figures above) – 622

Institutional Subscription Bulletin subscribers – 15

Jan 20	<u>Membership Categories</u>				TOTAL		<u>Application Source</u>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	12	4	46	6	68		4	8	49	7	0
Rei	50	5	2	1	58		10	20	25	3	0

Suspended Members	Total	Paid-to-Date	Net
Mar 1 (Feb 29 expiration)	271		
Feb 1 (Jan 31 expiration)	264	50	214

Dropped Due to Non-Payment	
Jan 1 (Dec 31 expiration)	199

Dropped Due to:	
Deaths	4
Resignations	5

FY / YTD Totals – 4/1 to 2/29

	New Members	Retention/Loss	Member Net	Total Membership
2019 / 2020	786	-1,392	-606	11,050
2018 / 2019	864	-1,149	-285	11,714
2017 / 2018	686	-1,597	-911	12,004
2016 / 2017	846	-1,814	-968	12,973

Phone Logs

Helped member	173
Helped non-member	97
Redirected	149
Renewal	69
New/Rei member	26