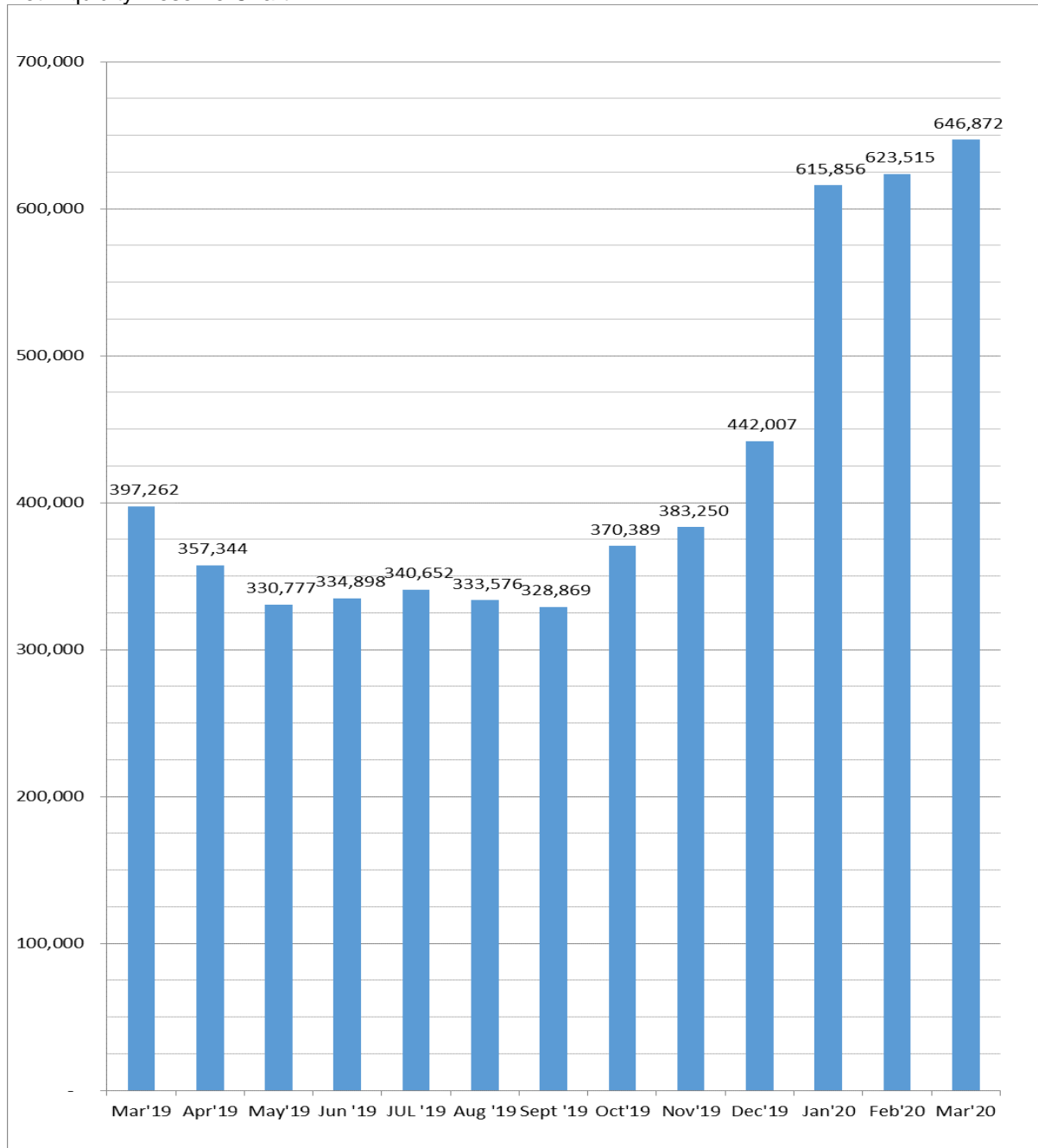


Controller's Report for Preliminary (Pre-Audit) March '20 Period 12 FY 19-20*

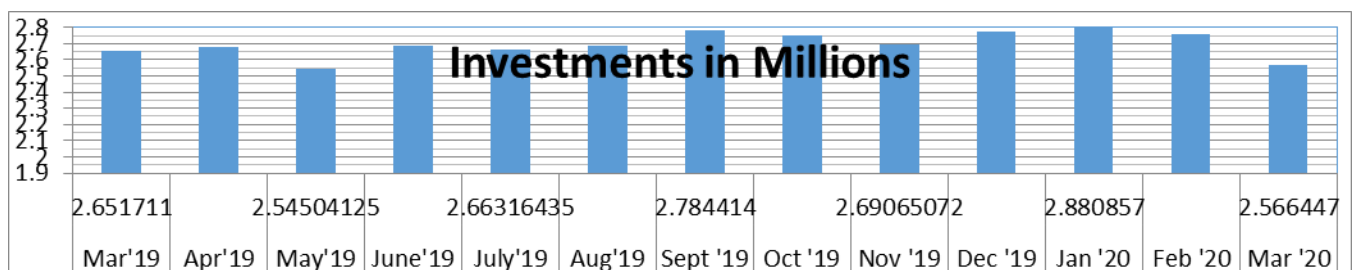
*results may change due to audit

Net Liquidity Reserve Chart



Investment Balances

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



Controller's Report for Preliminary (Pre-Audit) March '20 Period 12 FY 19-20*

*results may change due to audit

Financial Summary

Preliminary (Pre-Audit)

	Mar '20 Actual	Mar '20 Budget	Mar '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 18-19 Actual
Operations							
Operating Revenue	173,655	151,659	21,996	1,686,207	1,796,612	(110,405)	1,782,146
Operating Expenses	149,315	156,608	(7,293)	1,639,319	1,796,461	(157,142)	1,878,988
Net Surplus Before Non-Operating Expenses	24,340	(4,949)	29,289	46,888	151	46,737	(96,842)
Non-Operational							
Investments	(308,078)	-	(308,078)	(308,078)	-	(308,078)	(27,406)
Depreciation	(282,682)	-	(282,682)	(272,783)	-	(272,783)	(272,783)
Net (Deficit) After Non-Operating Expenses	(566,420)	(4,949)	(561,471)	(533,973)	151	(534,124)	(397,031)

- For the month of March, we have a surplus from operations of \$24,340 and a YTD operating of \$46,888. Fiscal YTD we had a non-operational (deficit) of (\$533,973) due to unrealized losses in investments as of the end of March.
- A surplus of \$71,590 for Member Services in the month of March and a YTD surplus of \$778,051. Total Membership YTD is 11,018 vs. last year of 11,235.
- The Museum showed YTD surplus of \$21,011. Last year at this time the Museum had a deficit of (\$8,504). We had a total of 9,409 visitors that have enjoyed our museum for fiscal year 20-21.
- Development showed a surplus YTD of \$72,761. We had a total of \$80,937 in Annual Appeal donations for this fiscal year vs. Annual Appeal donations last year of \$69,316.
- The Net Liquidity increased to \$646,872 for the month due to the monies received from the bequest of and the monies received for the transition fund.
- Total donations for the month totaled \$19,703. Endowment donations of \$100 were received during the month. Fiscal year donations received totaled \$695,355 vs. last fiscal year of \$376,872.
- Our investments dividends total \$7,525 for March bringing them to a year to date total of \$85,929.
- Investments (without charitable annuities of \$210,869) totaled \$2,566,449 down slightly from prior month due to market losses from the coronavirus. As of May 13th the investments have recovered to \$2,647,000.

We had to shut down the museum, library/research center and offices Mid-March through to the present time due to the mandatory state "stay at home" order from the PA Governor's Office for COVID-19. We are still awaiting the Governor to allow us to re-open for staff. During this time staff have been working remotely to respond to member inquiries and keep administrative tasks flowing monthly.

As of May 13, 2020; the Public Time Gallery Area is having the installation of the new flooring completed by Certified Carpet.

Laura Taylor will begin as the new Publications Editor on May 18th and will begin working with her new staff remotely to acclimate herself to the publication processes and familiarizing herself with the staff.

Preliminary Audit work has begun through remote contact with RKL. Full audit fieldwork will commence the end of June.

James Campbell has been busy making sure the collection storage area clocks are hung up and has rearranged furniture in the library so visitors can see through the library windows from the lobby.

Member Services Report – March 2020

Stacey Strayer, Member Services Manager

Individual Memberships	Mar 31	Feb 29	Jan 31	Dec 31
*Regular/Student/Youth	9,779	9,808	9,894	9,932
Associate	634	633	637	649
Life	215	214	214	214
Total Individual	10,628	10,655	10,745	10,795

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

Business Memberships				
Regular	203	208	208	209
Silver	7	7	7	7
Gold	2	2	2	2
Platinum	1	1	1	1
Ruby	0	1	1	1
Total Business	213	219	219	220

Total Membership	11,018	11,050	11,141	11,192
Gain/Loss	-32	-91	-51	21

*Regular with Online Only Publications and Student/Youth – 1,596 (14%)

*International (included in figures above) – 621

Institutional Subscription Bulletin subscribers – 15

Mar 20	Membership Categories				TOTAL		Application Source				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	16	4	43	12	75		11	7	51	6	0
Rei	81	4	0	0	85		12	8	25	6	34

Suspended Members	Total	Paid-to-Date	Net
Apr 1 (Mar 31 expiration)	287		
Mar 1 (Feb 29 expiration)	271	73	198

Dropped Due to Non-Payment	Total
Feb 1 (Jan 31 expiration)	146

Dropped Due to:	Total
Deaths	6
Resignations	6

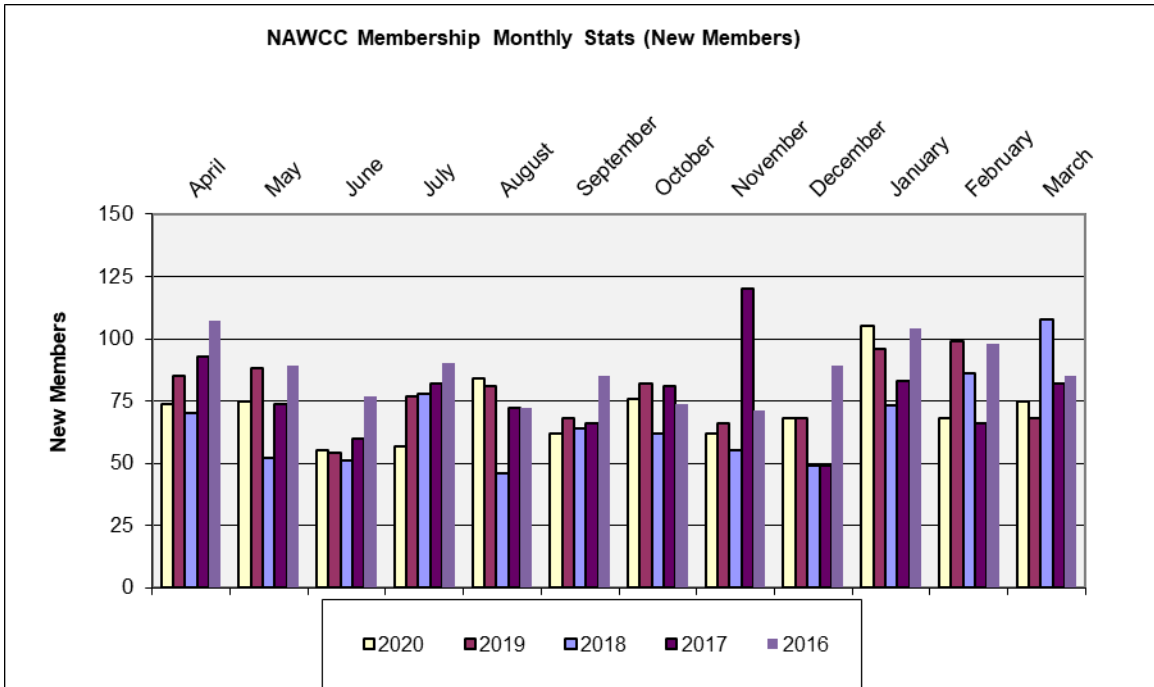
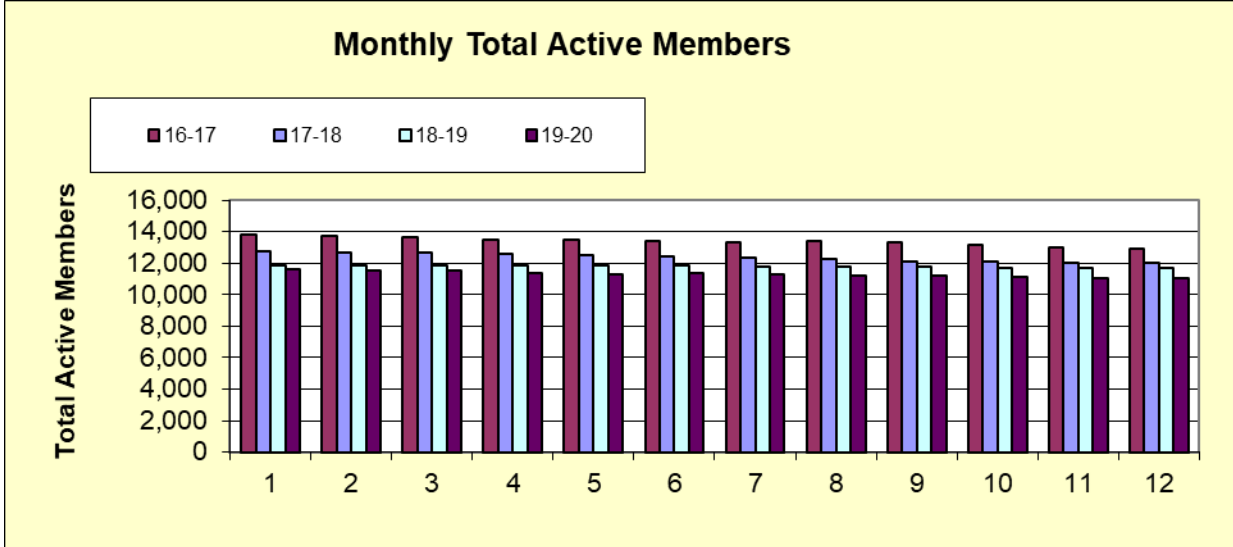
FY / YTD Totals – 4/1 to 3/31

	New Members	Retention/Loss	Member Net	Total Membership
2019 / 2020	861	-1,499	-638	11,081
2018 / 2019	932	-1,275	-343	11,656
2017 / 2018	794	-1,710	-916	11,999
2016 / 2017	928	-1,954	-1,026	12,915

Phone Logs

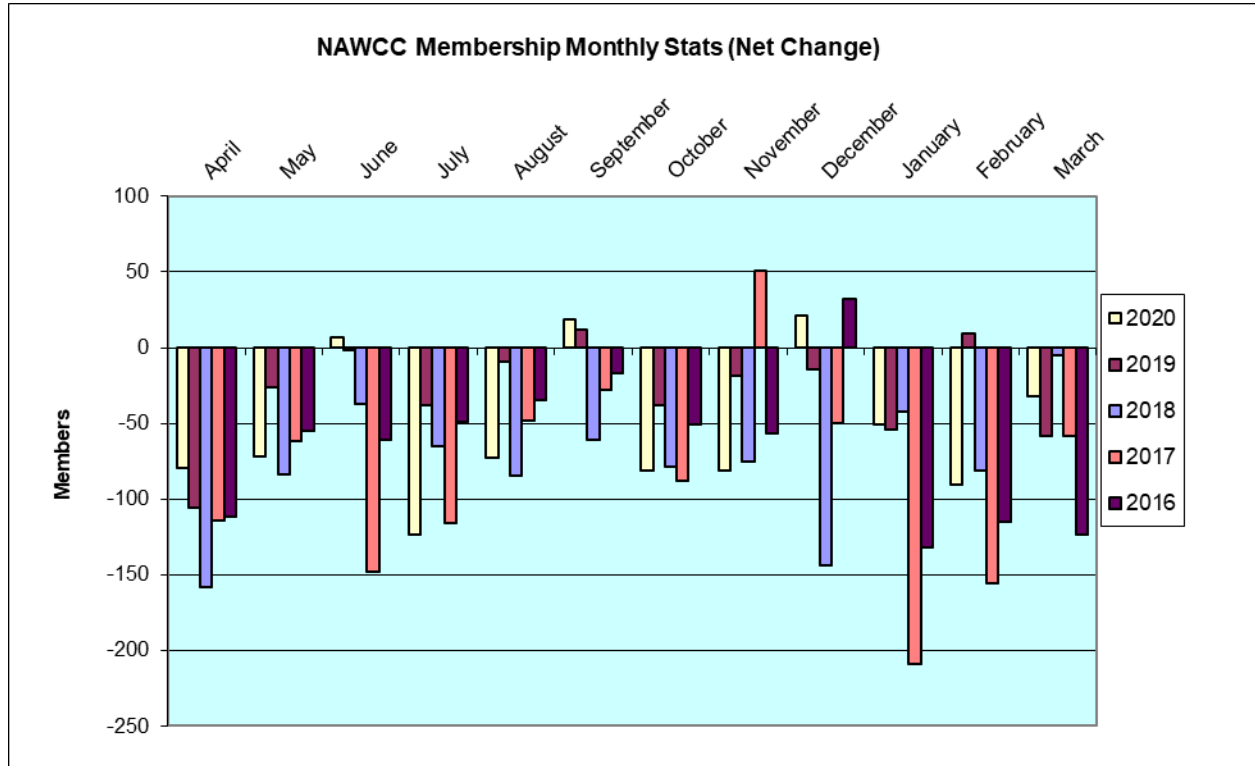
Helped member	254
Helped non-member	97
Redirected	173
Renewal	96
New/Rei member	24

MEMBER SERVICES REPORT – March 2020



Stacey Strayer, Manager
NAWCC Member Services

MEMBER SERVICES REPORT – March 2020



Stacey Strayer, Manager
NAWCC Member Services