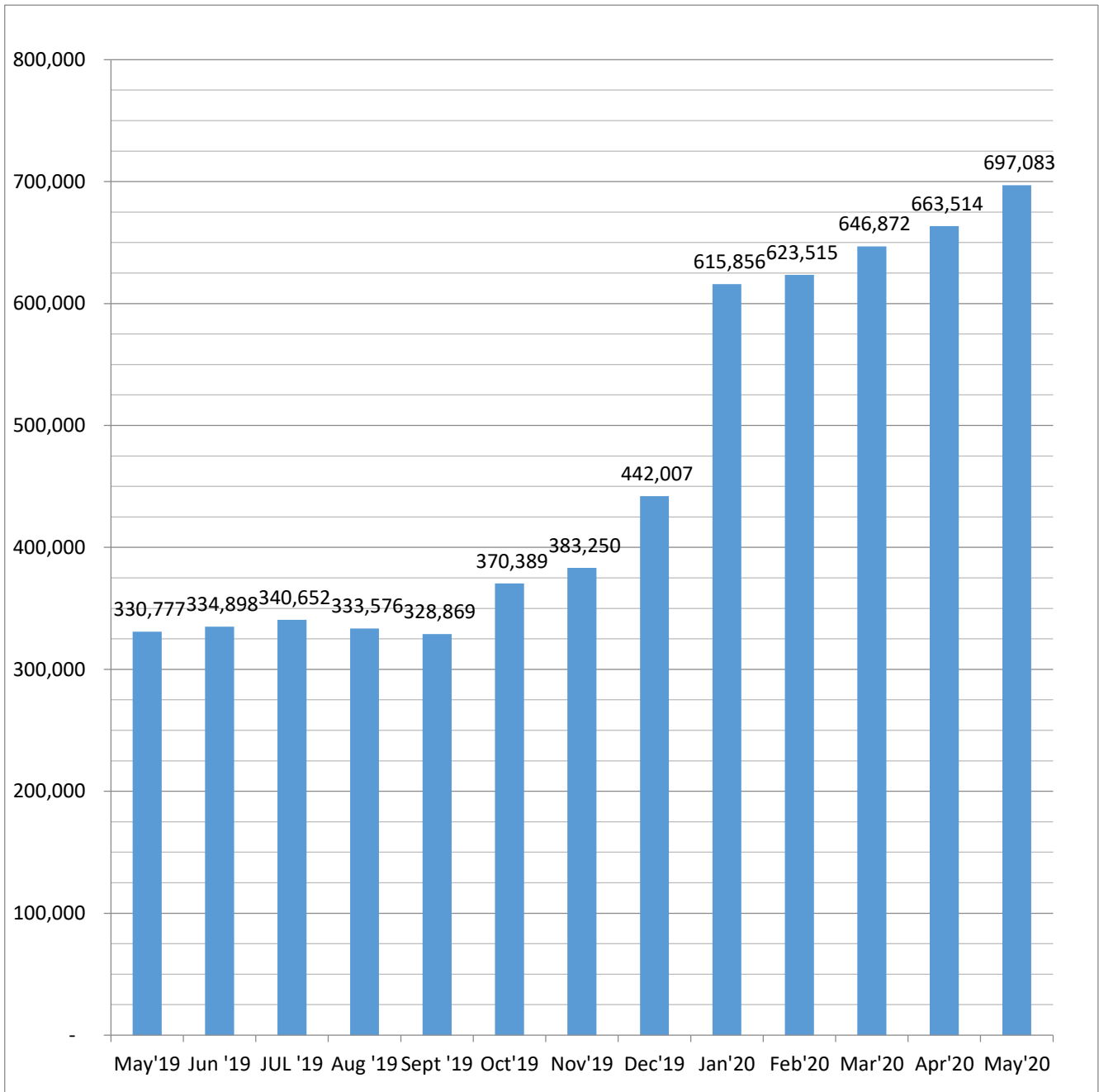


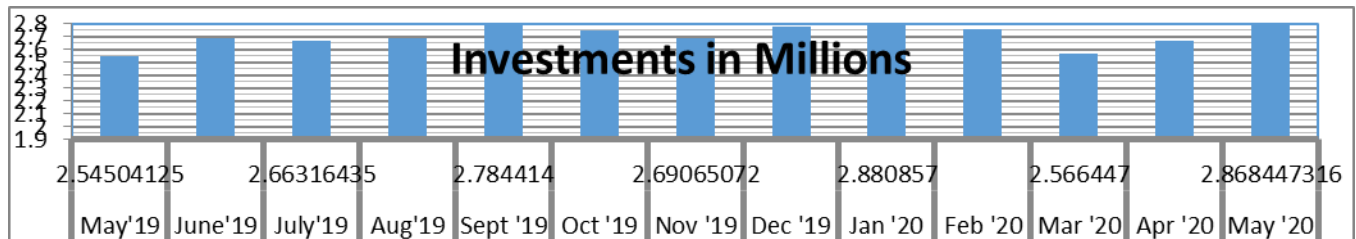
Controller's Report for May '20 Period 2 FY 20-21

Net Liquidity Reserve Chart



Investment Balances

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



Controller's Report for May '20 Period 2 FY 20-21

Financial Summary

	May '20 Actual	May '20 Budget	May '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19- 20 Actual
<b><u>Operations</u></b>							
Operating Revenue	108,381	109,268	(887)	185,344	217,898	(32,554)	233,304
Operating Expenses	94,527	129,573	(35,046)	169,308	239,129	(69,821)	295,695
<b>Net Surplus Before Non-Operating Expenses</b>	<b>13,854</b>	<b>(20,305)</b>	<b>34,159</b>	<b>16,036</b>	<b>(21,231)</b>	<b>37,267</b>	<b>(62,391)</b>
<b><u>Non-Operational</u></b>							
Investments (net unrealized gains)	107,061	-	107,061	303,286	-	303,286	-
Depreciation	23,557	-	23,557	47,114	-	47,114	-
<b>Net Surplus After Non-Operating Expenses</b>	<b>97,358</b>	<b>(20,305)</b>	<b>117,663</b>	<b>272,208</b>	<b>(21,231)</b>	<b>293,439</b>	<b>(62,391)</b>

- For the month of April, we had a surplus from operations of \$13,854 and a non-operational surplus due to net unrealized gains on investments of \$107,061 and depreciation of (\$23,557). Year-to-date we have a surplus from operations of \$16,036 and a non-operational surplus due to net unrealized gains on investments of \$303,286 and depreciation of (\$47,114).
- Member Services Surplus was less than prior year by (\$11,600) due to membership continuing to decline. A portion of this decline is due to the COVID-19 cancelling of various Regionals and the National Convention. Our membership total for May is 10,796; down from the prior year; 708 members.
- Development showed a surplus of \$13,188 due to members donating for the annual appeal and a year-to-date surplus of \$29,791 (which includes monies for the roof replacement project). So far we have raised \$168,921 for the roof (includes \$100K bequest). A huge thank you to the membership for supporting us!
- The Net Liquidity increased to \$697,083 for the month due to the monies received from the annual appeal.
- Total donations for the month totaled \$38,158. Endowment donations of \$12,620 were received during the month. Also four chapters donated \$955 during the month. We received \$250 in donations for the roof replacement, \$5,084 in additional restricted donations, \$465 in donations from the message board users and the remaining were general donations of \$18,784.
- Investments (without charitable annuities of \$226,380) totaled \$2,868,000 (at market value) and are still recovering from the March investment market losses influenced primarily from the coronavirus pandemic. Our investment dividends totaled \$2,040 for the month.

We continue to have the museum and library closed to the public due to the roof replacement which began July 13<sup>th</sup>. The roof replacement is estimated to cost \$320,000 and we continue to accept donations to help cover the cost of this project. This work will continue until early September. Thank you to the generous donors who are helping to contribute to this cause. James Campbell is the point of contact and is keeping an eye on the work and reporting to the Oversight and Advancement Committee. Although the library is closed to the public; they continue to hear from members on research questions and lending from the collection. Since April they have answered 150 research questions and remain extremely busy.

Audit work wrapped up at the end of July and the audit report is expected by the end of August. The 5500 tax form for our 401K plan has been filed.

We have received a lot of phone calls inquiring when the museum will be opening. Everyone seems excited and anxious to come visit us.



## Member Services Report – May 2020

Stacey Strayer, Member Services Manager

<b>Individual Memberships</b>	<b>May 31</b>	<b>Apr 30</b>	<b>Mar 31</b>	<b>Feb 29</b>
*Regular/Student/Youth	9,574	9,621	9,779	9,808
Associate	624	624	634	633
Life	213	213	215	214
<b>Total Individual</b>	<b>10,411</b>	<b>10,458</b>	<b>10,628</b>	<b>10,655</b>

<b>Contributing Memberships</b>				
Brass	101	99	100	100
Silver	45	44	46	46
Gold	17	16	14	14
Platinum	13	14	15	14
Ruby	0	1	1	1
Diamond	1	1	1	1
<b>Total Contributing</b>	<b>177</b>	<b>175</b>	<b>177</b>	<b>176</b>

<b>Business Memberships</b>				
Regular	199	202	203	208
Silver	7	7	7	7
Gold	1	2	2	2
Platinum	1	0	1	1
Ruby	0	1	0	1
<b>Total Business</b>	<b>208</b>	<b>212</b>	<b>213</b>	<b>219</b>

<b>Total Membership</b>	<b>10,796</b>	<b>10,845</b>	<b>11,018</b>	<b>11,050</b>
Gain/Loss	-49	-173	-32	-91

\*Regular with Online Only Publications and Student/Youth – 1,559 (14%)

\*International (included in figures above) –610

Institutional Subscription Bulletin subscribers – 15

<b>May 20</b>	<i>Membership Categories</i>				<b>TOTAL</b>		<i>Application Source</i>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	14	1	37	11	<b>63</b>		4	6	53	0	0
Rei	28	0	4	0	<b>32</b>		8	15	9	0	2

<b>Suspended Members</b>	<b>Total</b>	<b>Paid-to-Date</b>	<b>Net</b>
June 1 (May 1 expiration)	259		
May 1 (Apr 1 expiration)	287	125	162

<b>Dropped Due to Non-Payment</b>	
Apr 1 (Mar 31 expiration)	230

<b>Dropped Due to:</b>	
Deaths	6
Resignations	6

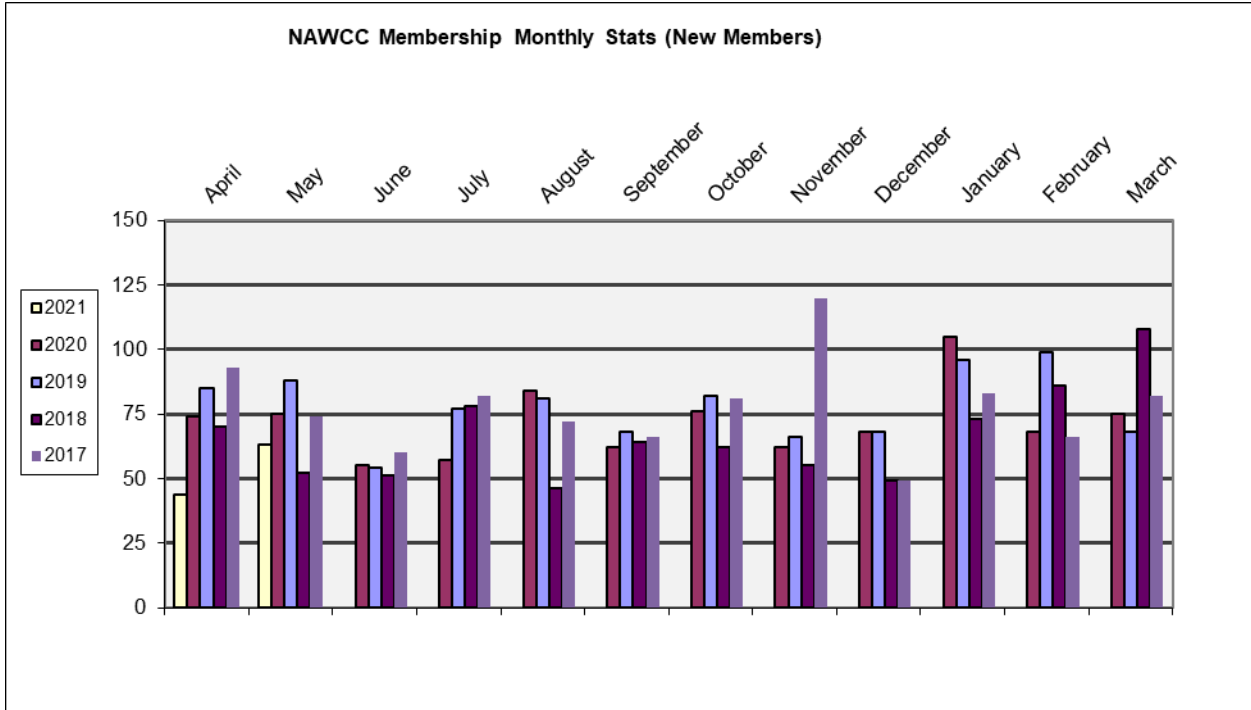
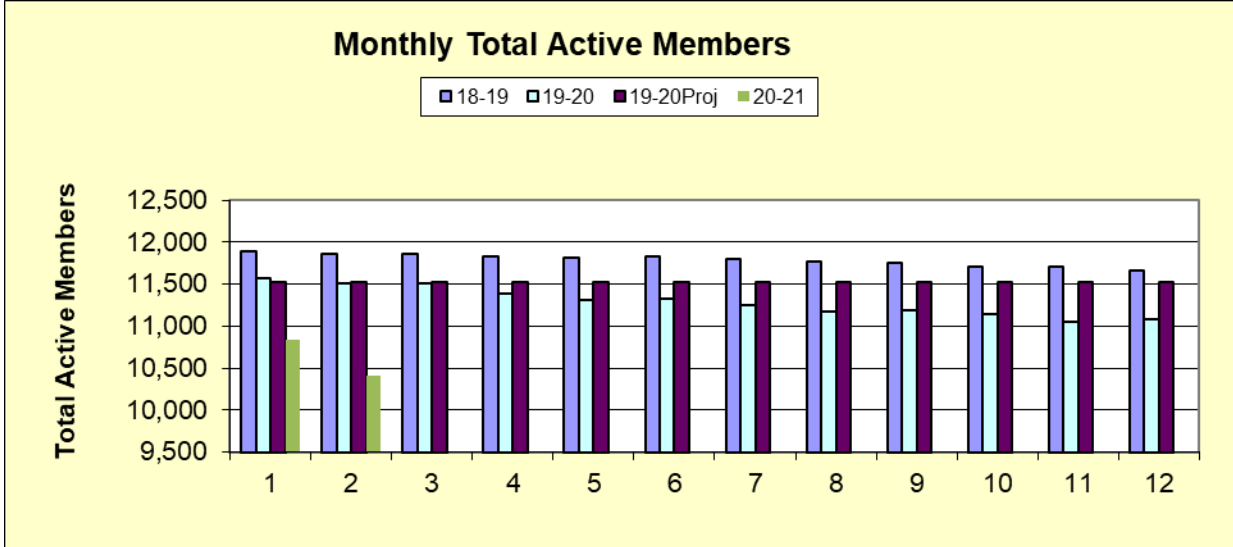
### FY / YTD Totals – 5/1 to 3/31

	<b>New Members</b>	<b>Retention/Loss</b>	<b>Member Net</b>	<b>Total Membership</b>
2020 / 2021	775	-1,310	-535	10,411
2019 / 2020	932	-1,275	-343	10,845
2018 / 2019	794	-1,710	-916	11,576
2017 / 2018	928	-1,954	-1,026	11,893

### Phone Logs

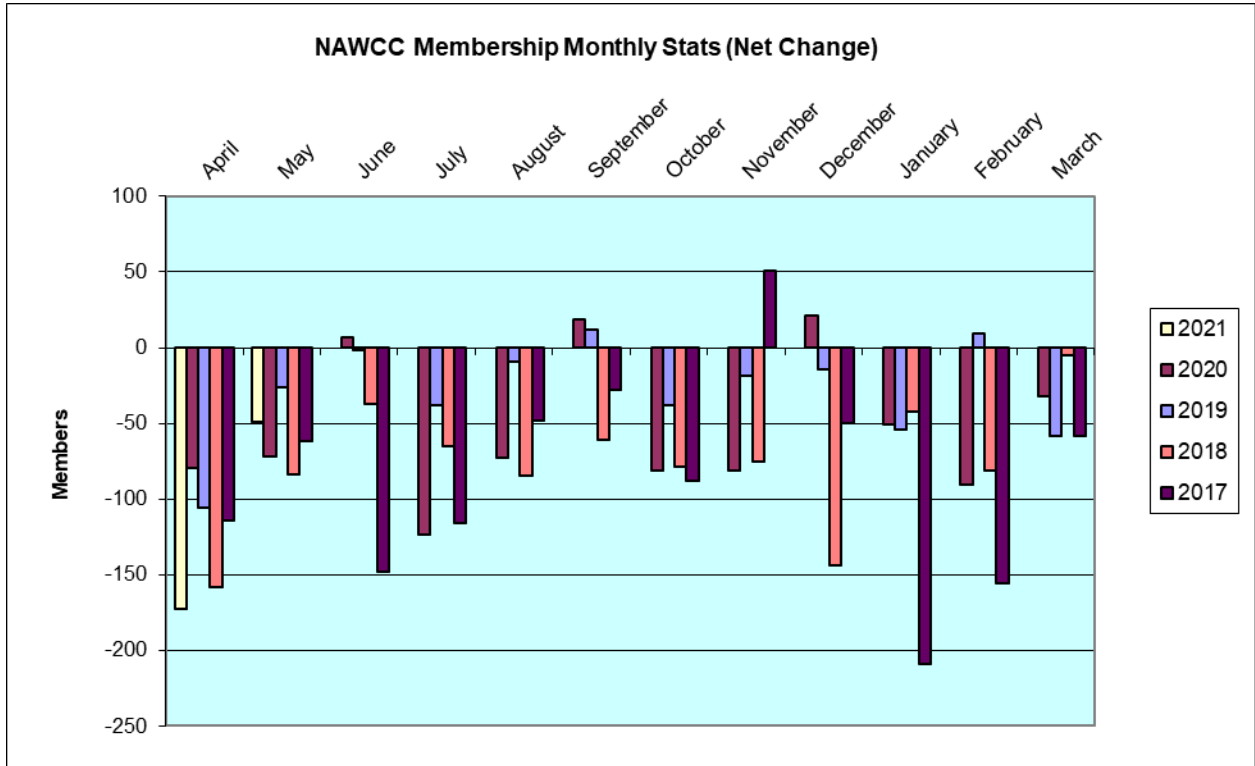
Helped member	149
Helped non-member	27
Redirected	69
Renewal	51
New/Rei member	23

# MEMBER SERVICES REPORT – May 2020



Stacey Strayer, Manager  
NAWCC Member Services

# MEMBER SERVICES REPORT – May 2020



Stacey Strayer, Manager  
NAWCC Member Services